A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

October 4, 1965

Desalting water builds exports

Business Bulletins *from around the world*

ANGOLA—Inter-American Capital Corp. of New York will lend $5.4 million to Hidro-Electrica do Alto Catumbela for hydroelectric power production and distribution project in Catumbela valley. $900,000 to be used for purchase of equipment.

GERMANY—Morgan Guaranty Trust Co. opens new German branch in Frankfurt to better serve U.S. business interests and to cooperate more closely with German financial institutions.

United Geophysical Corp., of Pasadena, California, establishes German branch in Hanover to carry out research programs in geology, geophysics. Branch also to operate data processing equipment to evaluate geological information supplied by other companies.

Avon Cosmetics GmbH., German subsidiary of Avon Products, Inc., opens new branch near Munich. Avon's German subsidiary founded in 1959 and presently has 700 employees and 10,000 women acting as sales representatives.

INDIA—Government proposes new rules, which went into effect Oct. 1, stipulating that business advertising outlays cannot exceed 4% of turnover of business or professional group concerned. Exception pegs motion picture distributors' outlays at 10% of gross receipts or Rupees 10,000 whichever is higher. Indian motion picture producers, meanwhile, are seeking exception allowing them to spend up to 25% of cost of production on advertising.

Reserve Bank of India (RBI) withdraws earlier directive placing ceiling on unsecured commercial bank lending at June 25 level.

MEXICO—Tubos de Acero de Mexico, S.A. (TAMSA), large seamless steel pipe manufactuerer, to invest $6 million in sponge iron plant in Veracruz (500 metric tons daily capacity) to be operated by its affiliate Siderurgica TAMSA. Another TAMSA project will be an $8 million match factory in Veracruz with technical assistance provided by Mobil Chemical Company.

Hules Mexicanos, S.A., owned jointly by PEMEX, Sociedad Mexicana de Credito Industrial (government investment company) and Polymer Corp., of Canada, to establish synthetic rubber plant at Ciudad Madero, Tamaulipas. Capacity to be 44,000 metric tons annually.

NETHERLANDS—Total January-July imports amounted to $4,218 million, 1% increase compared with like period 1964.

Second TV channel to start broadcasting in color in 1967. NTSC American transmission system now in experimental use, but German and French line systems also under consideration.

January-June sales of gas-fired room heaters jumped to 136,400 units, 290% over first half of 1964. In contrast, combined sales of coal and oil rooms heaters fell 61% to 70,700 units.

Merchant fleet comprised 1,443 ships in July, aggregating 4.71 million tons, decline of 23 ships and 4% in tonnage since Jan. 1.

SPAIN—F. W. Woolworth Co. to form subsidiary, Woolworth Espanola, S.A., to operate chain stores here. Woolworth is third U.S. retail chain to enter Spain. It follows Federated Department Stores, which in 1964 acquired 10% interest in Galerias Preciados, largest department store chain, and Sears Roebuck, which will shortly open stores in Barcelona and Madrid.

THAILAND—New customs procedures adopted to facilitate clearance of ship's cargoes through customs. Among other changes, importers may now apply for entry form two months (formerly five days) before expected date of arrival of goods.

Government decision to increase number of buses operating in Bangkok to require purchase of 600 or more additional buses by Thai bus companies.

THAISARCO tin smelter, joint venture organized by Union Carbide, opens plant. Smelter, having annual processing capacity of over 20,000 tons of ore, received Class A privileges under Thai investment law.

Kaiser Jeep International enters into joint venture for assembly here of Willys Jeeps. Plant, having initial annual capacity of 300 units, received promotional privileges under Thai investment law. Firm to be 10th vehicle assembly plant to receive promotional privileges in country and first to assemble jeep type vehicles.

UNITED KINGDOM—Adams Rite Manufacturing Co. of Los Angeles and Dor-O-Matic Inc. of Chicago establish company here to market door fasteners, handles, locks. Under plan, full range of door hardware, locks to be available for both U.K. and Ireland.

Latest Board of Trade figures indicate that sales by catering trades in July 1965 were 4% higher than for same month last year. Hotels enjoyed 5% increase while sales of snack bars and catering contractors were up 3% during month.

Three leading employers' organizations, Federation of British Industries, British Employers' Confederation, and National Assn. of British Manufacturers, merge to form one organization, Confederation of British Industries. Country now has one national industrial organization to speak for employers' interests.

YUGOSLAVIA—U.S. share of market in first six months of 1965 was 17.9%, up from 10.7% in first six months 1964. Total U.S. sales during period were $110.9 million compared with $70.5 million last year. Total imports dropped, however, from $659 million to $620 million. Statistics recently released concerning U.S. trade with Yugoslavia show that during 1964, U.S. commercial exports (total exports minus Public Law 480) increased significantly, from $71 million in 1963 to $109 million.

NSU "Prinz" autos to soon roll off the assembly line of firm "Tito" in Sarajevo. Parts needed for assembly of autos to be supplied by German firm NSU in exchange for motorcycle components mass produced here. Other cars currently produced are "Zastava" (Fiat license) and "Citroen," assembled under arrangement similar to NSU-Tito deal.

U.S. Department of Commerce

John T. Connor
Secretary

Alexander B. Trowbridge
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Frederic S. Otis
Managing Editor

Americo A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must remit $22.00 additional for postage. Make remittance payable to the Superintendent of Documents, and mail either to any Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Address changes should be sent to the Superintendent of Documents.

Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on May 24, 1961.

the cover

The soft-drink industry is one of many worldwide enterprises which uses desalinating equipment to help solve problems arising from the shortage of usable water. In this case, the satisfied customer, in Bahrein, is taking his refreshment in front of a unit installed for a bottling company by Ionics, Inc., of Watertown, Mass. A story on some leading U.S. firms and on the international desalination symposium now taking place in Washington appears on pages 2-5.

International Commerce

Published by BUREAU OF INTERNATIONAL COMMERCE

October 4, 1965 — Volume 71, Number 40

FEATURES

2 Worldwide water problem is mixture of H_2O, 33 other substances and history of civilization; some 60 nations seek solutions at symposium

5 U.S. soft-drink firm retravels orange trade route of long ago; wins new customers all over the world because of its marketing approach, appealing flavor

7 Petty traders integral part of West African society but a few of them follow fraudulent practices; U.S. exporters should take precautions

8 Dozen businessmen set out for the Netherlands on first leg of trip to develop European markets, carrying 150 offers from Garden State companies

10 Team of Vietnamese industrialists starts six-week tour of business firms in U.S., Puerto Rico; group seeks investors, technical help

INVESTMENT OPPORTUNITIES

11 Indian manufacturer of viscose rayon filament wants U.S. private equity participation for proposed expansion program estimated at $1.4 million

U.S. GOVERNMENT ACTIONS

12 Secretary Connor again reaffirms decision to allow exports of walnut logs; export rights suspension continued against Montreal company

13 Commerce Department requests American exporters not to cooperate with efforts of any country to impose boycotts or other restrictive trade practices

TRADE FAIRS AND CENTERS

15 Bureau of International Commerce to stage seven commercial exhibitions of U.S. products in first half of 1966 in campaign to help increase U.S. exports

16 Photographic report on Berlin Industries Fair shows potential buyers admiring U.S. exhibit; important contacts made during the first three days of the show

WORDWIDE BUSINESS OUTLOOK

20 Record year predicted for Panama's construction industry as building permits issued in capital area may exceed $16 million by end of year

21 Turkish economy active in second quarter, with industrial production higher; some important oil strikes instrumental in producing improved outlook

23 Steady upswing in Paraguay continues; Germany, Argentina behind U.S. as suppliers; meat industry may take up any slack that appears in other sectors

WORLD TRADE OPPORTUNITIES

24 Projects opened overseas
25 Leads for exporters
31 International representation
32 Leads for importers
33 Visiting buyers and officials
34 Future construction
34 Significant awards
35 New trade lists

New Books and Reports, page 36

BILLION GALLONS A DAY BY 1972?

Lots more water is world demand

Interior, State Departments sponsor international symposium on crash-basis desalination programs

By STANLEY LICHTENSTEIN
Staff Writer

Two parts hydrogen, one part oxygen —that's water, all right, but only the beginning of the story.

Some 33 substances and the history of civilization mix with the H_2O to make the omnipresent, indestructible, essential liquid increasingly troublesome in our time.

The First International Symposium on Water Desalination is meeting every day this week in the State Department auditorium and main conference room, Washington, D.C., to explore latest developments in the most massive global assault on water-supply problems. Representatives of 58 nations are guests of the Interior and State Departments at the symposium, which will feature the presentation of about 100 scientific papers. At the same time, the First International Water Desalination Exposition is in progress from October 3 to 7, coinciding with the first five days of the symposium.

"It would be difficult to exaggerate the power for good, the palliative effect on age-old animosities and problems, that would result from providing an abundance of water in lands which for countless generations have only known shortage," President Johnson said in announcing the symposium. Interior Secretary Udall called the resultant international exchange of technological expertise "a giant step forward in the continuing search for economically feasible means of desalting the waters of the earth."

U.S. firms active

Supplying equipment for the distillation (evaporation) method of water desalting are such companies as Aqua-Chem, Inc., of Waukesha, Wisc.; the Badger Co., Inc., of Cambridge, Mass.; Baldwin-Lima-Hamilton Corp.'s Industrial Equipment Div., Philadelphia, Pa.; Bethlehem Steel's Shipbuilding Division, New York City; Westinghouse Electric Corp.'s Steam Division, Philadelphia; Maxim Evaporator Division of American Machine & Foundry Co., Waterford, Conn.; Aquastills, Inc., of Rochester, N.Y., and Mechanical Equipment Co. of New Orleans, La.

Equipment for the electrodialysis (electrical separation of sodium and chlorine ions) method is supplied by such firms as American Machine & Foundry Co. of Springdale, Conn.; Ionics, Inc., of Cambridge, Mass.; Ionac Chemical Co., division of Pfaudler-Permutit, Inc., Birmingham, N.J.; Nalco Chemical Co. of Chicago, Ill., and Aqua-Chem.

Though more than three-quarters of the earth's surface is water-covered, world population is surging with the force of mighty waves and urbanized, industrialized societies are currently using and misusing clean water supplies faster than they can be replaced.

Thirsty, thirstier

In traditionally abundant America, it is still something of a sensation to find New York City daily exhorting people to "obey the regulations on watering of lawns and washing of cars," but there are other parts of the world in which the water problem has long been a fact of life, and growing more acute.

Industry's thirst for clean water is even stronger than the private citizen's. The 50% of water consumption currently attributable to industrial use is expected to approach 70% in the next 15 years, reflecting technological "thirsts" like these:

► It takes an estimated 1,400 gallons of water to produce $1 worth of steel,

► 200 gallons to produce $1 worth of paper,

► 770 gallons to refine a barrel of petroleum,

RECIRCULATING WATER and cooling systems in industry require piping, pumps, fans, chemicals, wood, other components. Calgon Corp. photo.

► 200,000 gallons to make a ton of viscose rayon,

► 600,000 gallons to make a ton of synthetic rubber.

Industry must have water for use as a coolant, as an ingredient, for washing equipment and products, for transporting materials and for producing power from steam-driven turbines.

U.S. estimates, barely suggesting dimensions of the world problem, show industry now using 160 billion gallons of water daily in production processes and approaching a daily consumption of 400 billion gallons by 1985. For agriculture, the estimates indicate current consumption of 141 billion gallons a day, to rise to 166 billion gallons by 1980.

Torrent of projects

Opening with sessions on desalination work in Spain, Israel, the United States, the United Kingdom and Japan, the Washington symposium is devoting six days to close examination of engineering development, basic research, design studies, conversion plant operations, energy sources, and economics and optimum design of systems. Projects promoted by the Office of Saline Water, U.S. Department of the Interior, and equipment manufactured by U.S. companies are among the most advanced represented at the symposium and at the accompanying exposition.

Aqua-Chem, Inc., 22 years old and in the middle-sized category of U.S. firms, exemplifies the possibilities open to smaller companies applying know-how and service to the fulfillment of this worldwide need. With more than 4,000 water-desalting installations, the Wisconsin firm accounts for more than half of the total number of units on the face of the globe.

At the upper end of the scale, Aqua-Chem installations desalt 1,200,000 gallons of water a day for Italsider Steel Works in Taranto, Italy, and another 1,200,000 gallons daily for the Board of Electricity and Water on the Island of Malta; at the smaller end, a 50 gallons-per-day vending machine has been developed by the firm for thirsty individual consumers everywhere, and similar units with up to 250 gpd capacity are offered for use in water-short-area hotels, restaurants and public buildings. There is, in addition, a 5-gpd household unit.

Desalination economics

"Serve yourself—10¢ half-gallon—save up to 19¢ half-gallon compared to bottled water," the Aqua-Chem 24-hour-service vending machine exhorts the individual consumer. For giant industry and a variety of other users of every conceivable volume, the economic pitch is in terms of estimates based on the operation of presently available distillation equipment integrated with steam- and nuclear-operated electric power plants:

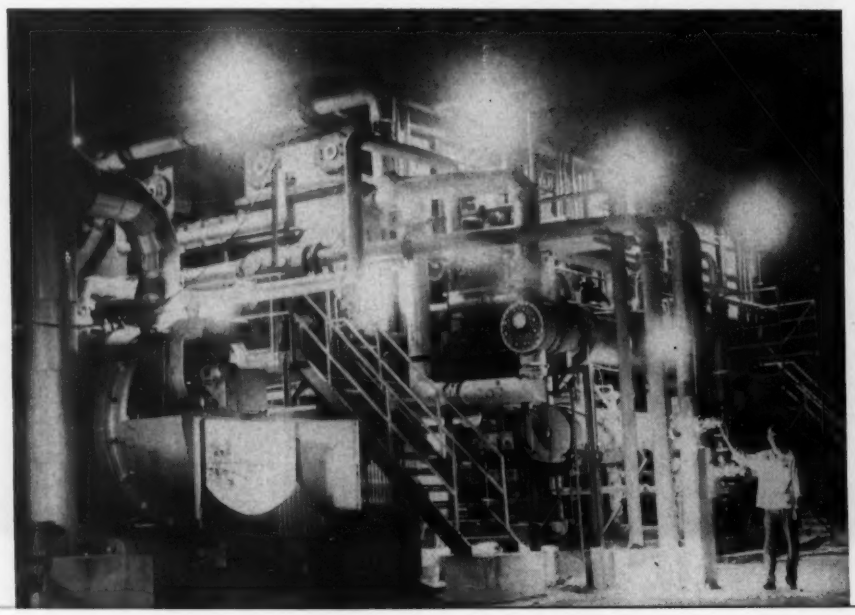
Below 1 million gpd capacity, 85-90¢ per thousand gallons.

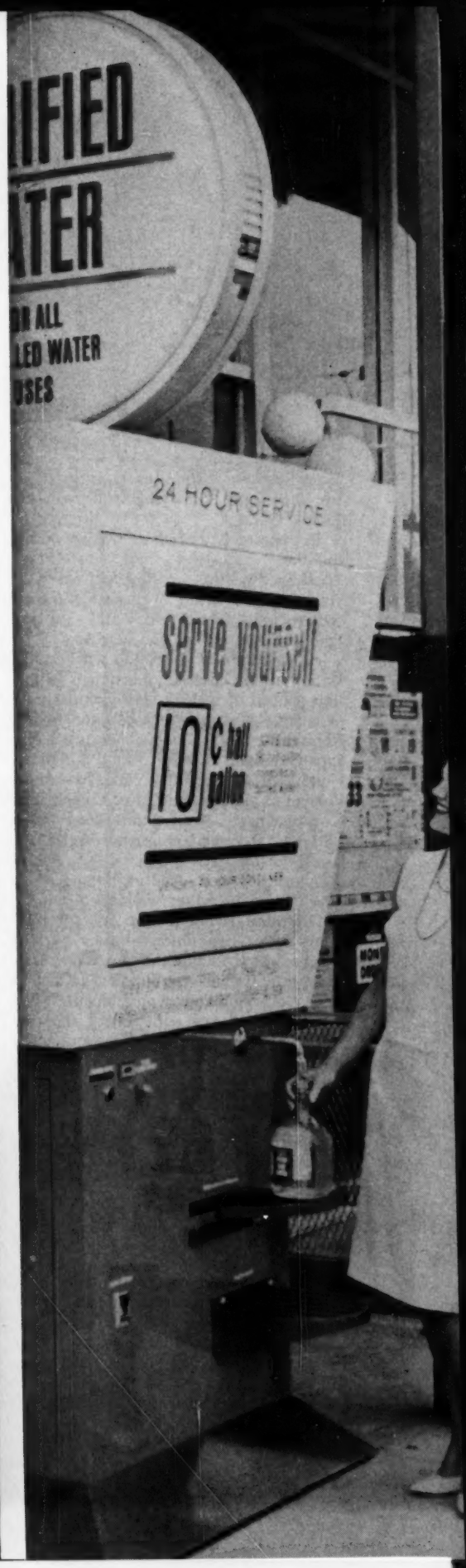
1-10 million gpd capacity, 50-85¢ per thousand gallons.

10-50 million gpd capacity, 30-50¢ per thousand gallons.

100-150 million gpd capacity, 25-30¢ per thousand gallons.

Where water only, and little or no power, is required, single-purpose desalting plants—at a cost 10-20% higher than those cited above—are considered economically feasible in many parts of the world. The 25-30¢ per thousand gallons cost of the largest integrated plants brings water desalination down to a price level





AQUA-CHEM, Inc., installed 156,000 gallons-per-day desalinating unit (below) at King Edward VII Hospital, Bermuda, and offers serve-yourself 50-gallons-per-day vending machine (right) for individual consumers in areas facing new needs.

DEPENDABLE SOURCE of pure, fresh water is assured for Bermuda's Castle Harbor Hotel through use of AMF-Maxim evaporator. Rooms have baths, hot water.

almost as low as the present average cost of chemically purifying water in the United States.

For emergency needs of smaller municipalities, industries and institutions, "packaged" plants—completely ready for shipment and setting in place without extensive local fabrication work—are now being offered around the world.

Aqua-Chem's $50 million worth of installations for desalting more than 18 million gallons of water a day includes units of many sizes in places like the Somali Republic; San Nicolas, Peru; Kobe, Japan; Libya; Brindisi, Italy; Quintero, Chile; Salinas, Ecuador; Wake Island; the Persian Gulf, Iran; La Skira, Tunisia, and Kuwait. In the Netherlands West Indies an 800,000 gpd plant is boosting the island's daily capacity to 3,300,000, one of the world's largest. And in Hong Kong a 3 million gpd desalter is planned.

The quest is not always one for pure water only. In addition to such parallel purposes as production of steam and electric power, water purification is also a means of removing "contaminants" like spent sulfite liquor and putting them to use. In the case of the sulfite liquor, the application is as a road-binder in construction work. At the Selni nuclear power plant in Trino, Italy, a 22,000-gpd Aqua-Chem installation removes valuable concentrates in the form of radioactive wastes.

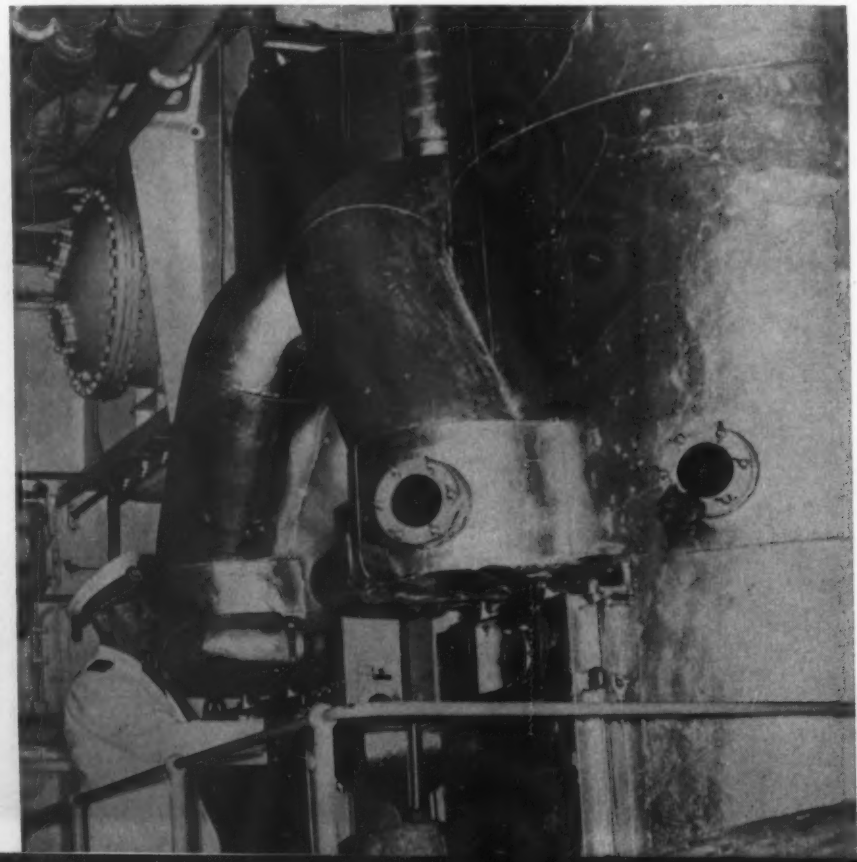
Citing an "all-time high" backlog of orders for water desalting facilities, Aqua-Chem President Fred A. Loebel predicts that global output will reach a billion gpd by 1972.

Contributing to the prominent U.S. position in the water-desalting field are broad-gauged firms like Baldwin-Lima-Hamilton, Westinghouse Electric Corp. and American Machine & Foundry Co., all winners of the President's "E"-for-export-excellence award for a variety of achievements including ministering to some of the world's water needs. Another "E" winner, Ionics, Inc., operates in chemical and food processing as well as in water desalination.

Ionics' forte is the demineralization of local supplies of brackish water through its own electrodialysis-membrane process, applied at 120 sites under extremes of climate from tropical deserts and islands to the Arctic Circle. Kuwait's electricity and water ministry is a principal client and others—many in the soft drink bottling industry, some at desert oil installations—are found in Bahrein, Aden, Malta, Dubai (Trucial Coast), Sicily and Saudi Arabia. Among advantages offered by Ionics plants are automatic operation without the need for full-time attendance, distillation equipment free of insoluble scale, low power requirements, a small number of moving parts, simplified servicing procedures, and elimination of the possibility of producing a highly acid water.

Baldwin-Lima-Hamilton's one million-gpd seawater distillation plant in Eilat, Israel, represents one of the latest in a long line of facilities established by the BLH-acquired Griscom-Russell Co., specialists in heat transfer equipment for close to a century. Total installed capacity is now 67 million gpd in thousands of shipboard and land-based units, and

ABOARD M.V. GRIPSHOLM of Swedish-American Line are Maxim evaporator units, partly shown below.



purchasers are located in Saudi Arabia, on the Caspian Sea, in Bermuda, on the Dead Sea, in Aruba and elsewhere.

Small seawater evaporators introduced a few years ago by American Machine & Foundry's Maxim Division of the Cuno Engineering Corp. have found berths on a growing number of small and medium-sized vessels in 27 countries, from the yacht *Querida* in the Philippines to the tankers *Atlantic Challenger* and *Faros*, built at a yard in Hoboken, Belgium. Larger units serve in the navies of Argentina, Britain, Brazil, Canada, Ghana, Malaya, Mexico, Peru, Saudi Arabia, Sweden and Venezuela. Thousands of reprints—in Spanish, Japanese and English—of a two-page question-and-answer article on small-boat seawater evaporators have been distributed by AMF-Maxim. Another type of customer for the firm's product is exemplified by the French Atomic Energy Commission, with a unit installed for concentrating 100 to 1,000 gallons of liquid atomic waste at a rate of 50 gallons an hour, leaving a relatively small volume of "hot" concentrate rather than great tanks of dangerous liquid.

Laundry water, petroleum

Water—particularly as it is found inland—is also the business of strongly research-and-development oriented firms like the Calgon Corp. of Pittsburgh, offering services ranging "from answering a housewife's inquiry about the temperature of her laundry water to telling an oil company how to condition water to push more petroleum out of an underground formation." Calgon's Hall Laboratories Division applies chemical wizardry and an engineering approach to pollution and other industrial water use problems, striving for "total water management for individual plants."

Calgon, with representation in Australia, England, Germany, Japan and now Venezuela and France, has devoted 40 years of research to perfecting a variety of techniques—the use of phosphates to prevent boiler-scale formation, provision of control instrumentation for steam boilers, development of water treatment chemicals, etc.—and the applications are as effective in eliminating "bathtub ring" for the world's homemakers as in keeping seawater desalting plants operating at peak capacity.

Answering a basic need of all mankind, the work of these and other American companies concerned with water problems results in export of small vending machines, package plants and giant treatment facilities—plus a rich variety of component parts and services by other suppliers who are not directly in the fascinating "business" of water.

BANNERS INTRODUCING a new soft drink to Ecuador. Translation: Drink buzz, it calms the thirst.

U.S. soft drink firm re-travels orange trade route of long ago

Inventive 'local and specific' overseas market promotion launches orange beverage in forty different countries

In the eighth century, A.D., Arabian traders returned home from a journey to the East bearing a new fruit—juicy oranges. Sheiks and sultans were delighted with the taste, and ordered that the seeds be planted. By the late ninth century the orange tree was grown successfully in Arabia.

From there Mohammedan warriors carried oranges on their conquests to Mesopotamia and Syria, Africa and Spain.

By the time Columbus brought orange seeds to the Western hemisphere, the fruit was well established in many parts of southern Europe.

In 1772 a young English chemist named Joseph Priestley found a way of injecting carbon dioxide gas into water. The soft drink industry—and the possibility of combining the orange with carbonated water—was born.

Today the orange trade route of old is being re-created and re-traveled by Crush International, Inc., makers of Orange Crush, headquartered in Evanston, Illinois.

From Christchurch, New Zealand to Tierra del Fuego, from Guayaquil, Ecuador, to Barcelona, Spain, Orange Crush is winning new customers because of its appealing orange flavor and because of the way it is marketed.

J. Richard McGowan, vice president of the International Division of Crush, returning from a recent tour of overseas bottlers, reported on promotional approaches by members of the Crush International Family.

On TV in Lima

In Lima, Peru, the company has won friends via television during the "Tio Johnny" Crush program. A well-known Peruvian entertainer regularly gives away toys on behalf of the local Crush bottler, sponsor of the weekly half-hour children's show on Lima's Channel 4. Between 20 and 30 thousand fan-letters are received weekly.

In Luanda, Angola, where the people prefer carbonated drinks to water, careful advance planning produced a highly successful introduction of Orange Crush this year.

Four days were allocated for placement of display materials and signs throughout the city.

A promotional brochure written in Portuguese was distributed.

For the first time in Angola, sampling of a product in paper cups was tried.

A motorcade of Orange Crush delivery trucks led by a sound-equipped panel truck added another showmanship dimension.

The sales results and estimate of one million cases within the next few years attest to the success of a carefully planned and marketed sales approach.

New drink

In line with its continued program of expansion, Inter-American Orange-Crush Co. recently introduced Buzz as its entry in the lemon-lime flavor field in Latin America.

The Orange Crush bottler in Guayaquil, Ecuador, launched the campaign, which included everything from new Buzz delivery trucks to an intense distribution of display material, to free samples.

All advertising efforts were well coordinated and on the day of introduction citizens of Guayaquil were surprised to find their city decorated with thousands of yellow and green Buzz posters, banners and streamers.

Full page ads in local newspapers and lively musical radio commercials were transmitted. Even consumers who could not read or were without a radio were exposed in one way or another to Buzz advertising. Movie commercials in bright colors, using animated puppets were featured in Guayaquil's theaters.

Free samples

The introduction of Buzz occurred during the Guayaquil Independence Celebration, and the bottler's general manager was successful in placing a stand at the fair grounds with exclusive permission to serve soft drinks and offer free samples.

By the end of the celebration, Buzz had become a firmly established product in Guayaquil, with the local bottler and territory manager convinced that original sales estimates will be surpassed by 100%.

Orange Crush operates through locally established franchised bottlers in 40 different countries. The company will be represented in every country of continental Latin America by the end of this year.

With export sales of the company's original formula concentrate increasing 20 to 30% each year, INTERNATIONAL COMMERCE asked Crush vice president McGowan for some points of attribution.

Local and Specific

"To begin with," McGowan says, "marketing must be local and specific. We have spent much time and effort developing training films for local bottlers and now supply these films in French, Spanish, Portuguese and English. The language as well as the campaign must be suited to a specific market.

"Also, we keep close contact with the Field Office of the Department of Commerce and regularly receive World Trade Directory reports for new leads.

"Our quality-control program constantly checks the finished product so that the Orange Crush we sell in Angola is of the exact same quality as that sold in Peoria, Illinois. Certainly this is an important sales factor."

EXECUTIVES TO MEET

The American Society of International Executives will hold a seminar on international banking Oct. 7 at the Sheraton Hotel in Philadelphia. Several international banking experts will discuss organizational structure, services available and terms of payment, collections, letters of credit, drafts and bills of lading, and the credit aspect.

SMALL STREET STALLS were important distribution links in the overall network of sales in Guayaquil.

Connor stresses payments gap

In his speech before the Second Annual Business Outlook Conference of the National Industrial Conference Board, (New York City, September 23), Commerce Secretary John T. Connor called ways of increasing exports his number one priority.

"And," he added, "I hope (this problem) is close to the top of the list for every businessman in the nation who is concerned with export."

The Secretary said that often in the past he has referred to the U.S. balance of payments situation as "serious," "urgent," and "critical."

"Today, I am still using those terms—and if I could think up a stronger one, I'd use that too," he said.

Further boosts of exports are considered vital to offset the 12% rise in imports to this country during the first seven months of the year. Exports increased only 1.5% during the same time period.

While complimenting firms participating in the President's voluntary program for helping to correct the payment deficit, the Secretary said that the present estimate of a 20% increase in 1965 capital expenditures abroad gave him a "slight chill."

"We fervently hope that U.S. corporations will succeed in financing that hefty expansion abroad, particularly in Western Europe, because otherwise the capital net outflow for direct investments again will be dangerously high," he warned.

Last week Secretary Connor was in Denver, Colorado, to meet with members of the Denver Regional Export Expansion Council and discuss ways of increasing exports.

Managing director of IMF to keynote NY conference

Pierre-Paul Schweitzer, managing director and chairman of the executive board of the International Monetary Fund, will be the keynote speaker at the National Industrial Conference Board's second conference on international financing Oct. 7 in the Waldorf-Astoria in New York.

Schweitzer will examine "International Liquidity and Reform" at the luncheon session. Chairman will be H. Bruce Palmer, NICB president.

West African petty traders offer valuable service despite occasional frauds by minority

Unscrupulous actions of some can be detected quickly by U.S. exporter who is careful to take usual precautions

Some firms, both in the United States and abroad, have incurred substantial losses in exporting to certain traders in West Africa who are known to follow fraudulent business practices.

Such traders, relatively few in number, are not representative of the business community as a whole. Their actions are of concern to Government officials in West Africa, as such practices are damaging the reputation of the many honest businessmen in the area.

U.S. exporters can help protect themselves against such actions by taking ordinary business precautions before selling goods to unknown buyers.

The petty trader—a merchant who handles only small quantities of goods—has been an integral part of the West African society since the advent of trade. He performs an important service in the distribution of merchandise from the wholesaler to the ultimate consumer. In the lesser developed countries where the standard of living is low, the consumer must be able to buy commodities in the quantities he can afford. This often means a single can of food, one cigarette, a yard of cloth.

Thus, the petty trader has historically fulfilled two major functions. As an intermediary, he breaks bulk from wholesale lots to that required by the final buyer. Also, in areas where there is no convenient central market, the petty trader serves as the retailer for the indigenous trade which cannot afford to patronize the European-style stores.

Still numerous

Many successful West African entrepreneurs got their start as petty traders. As the marketing system is modernized with the rising standard of living in this region of Africa, there is less dependence on their services; however, thousands of individuals, both men and women, still make their living in this manner.

Most petty traders perform a valuable service to the economy; however, as in any large group, there are some unethical people. These people are actively seeking to defraud suppliers and cause costly headaches for the unwary U.S. exporter. The unethical petty trader's method of operating usually follows a pattern which can be detected quickly by the exporter who follows the normal rules for conducting foreign trade.

The unscrupulous petty trader will circulate inquiries to a random list of manufacturers, trade associations, whoever and wherever he can obtain an address. Often the inquiry is mailed under a fictitious letterhead printed on international airmail letters—the cheapest method of first-class postage. These letters have come to be known in the trade as "blue letterheads."

The inquiry will take the form of a request for samples or a small trial shipment, with the promise of substantial followup orders if the product proves to be marketable. Ingeniously, some inquiries will contain bogus sight drafts or bank checks, or the buyer will agree to payment on delivery terms. This is the standard method of fishing. If one or two responses are received, the unscrupulous trader will recover his expenses for the letter campaign.

Asks for credit extension

The next step is the letter to the exporter after shipment of the order to inform him that, owing to a temporary reverse, shortage of working capital, business recession, fire, or other such reason, the trader is unable to pay for the goods on arrival and requests a short extension of credit. Actually, all he needs is one day to clear the goods through customs. As the goods are already in transit, many exporters grant the credit extension.

Once the goods are released, the unscrupulous trader sells the goods and moves to a new address. He will subsequently print stationery under another fictitious company name and repeat the whole process.

If merchandise is shipped to a West African country under circumstances similar to those described, there is very little possibility for recovery. Although the Department of Commerce wishes to be informed of any such fraudulent transactions, in such instances, neither the Department nor U.S. Foreign Service posts can be of material assistance.

If a shipment is made on sight draft terms, however, losses may be minimized if certain actions are taken before the shipment is authorized for release to the consignee. In such circumstances, the U.S. exporter should authorize his bank to instruct its correspondent bank in West Africa, immediately by cable, to remove the shipment from customs storage to a bonded warehouse. The goods should be released to the petty trader only against full cash payment.

Some genuinely distressed merchants will agree to take their orders in installments by paying for and taking part of the shipment from the bonded warehouse, selling it, and returning for more until the total shipment is cleared.

Bring them back

If payment is not effected immediately or the above arrangement cannot be agreed upon, then the goods should be returned to the United States as soon as possible. Only through such action can severe losses, incurred particularly from the heavy storage charges, be avoided. A distress sale to another purchaser in the area is not recommended; money realized from most sales of this kind seldom covers the storage and other charges.

Additionally, court action against a fraudulent trader is not recommended; even if the suit succeeds in the local courts, the debt will probably not be collectible.

The solution to this problem can be remarkably simple: Require payment for orders from unknown West African buyers by a confirmed and irrevocable letter of credit. As most banks in this area require full payment from an importer prior to opening a letter of credit, the U.S. exporter can quickly determine whether the buyer is serious.

Many unscrupulous petty traders give fictitious banking and credit guaranty references.

If you wish to take a calculated risk, check first with your bank or a Field Office of the Commerce Department to see what you can learn about the firm.

The need for caution in initial dealings with unknown traders does not preclude extending credit in trade with this area. Within the rapidly growing West African market there are many traders who are good credit risks and with whom mutually beneficial credit arrangements can be reached once continuing commercial relationships have been developed.

First export mission from N.J. promotes products in Europe

Manufacturers carry 150 offers from companies in Garden State

A dozen New Jersey businessmen, members of the Garden State's first export trade mission, headed for the Netherlands Sept. 24 on the first leg of a trip to develop European markets for New Jersey's wide range of manufactured products.

Organized by the State of New Jersey and the New Jersey Manufacturers Association, and working in cooperation with the U.S. Department of Commerce, the group will travel to Amsterdam, Barcelona, Duesseldorf, Milan, Paris and Rome before returning to the United States in mid-October.

The Department's Bureau of International Commerce assisted in planning the trip and in arranging for mission members to meet importers, agents and distributors. The mission will carry about 150 business proposals from New Jersey companies.

Broad range

The proposals cover such Garden State products as building materials, chemicals, petroleum, plastics and paint; pharmaceuticals and cosmetics; medical, scientific and educational instruments; plumbing, heating, refrigeration and ventilation equipment; toys and sporting goods; electronic and electrical machinery, equipment and components; food processing equipment; office supplies; machine tools, and metalworking, textile and general industrial machinery.

Mission members also will invite European businessmen to explore investment and licensing opportunities in New Jersey.

Members of the mission are Dr. Bernard Murphy, vice president, international operations, Electronic Associates, Inc., West Long Branch; Charles Levy, chairman, S. P. Dunham & Co., Trenton; George Smith, vice president, international operations, R. M. Hollingshead Corp., Camden; Claes Bothen, treasurer, Hoeganaes Sponge Iron Corp., Riverton; Gustave E. Wiedenmayer, president, National Newark & Essex Bank, Newark; C. Raymond Wood, director, Southern New Jersey Development Council, Atlantic City; Robert Hogg, senior vice president, Atlantic City Electric Co.; Andrew Paretti, president, Bon Vivant Soups, Inc., Newark; and James P. Stewart, president, DeLaval Turbine, Inc., Trenton.

Serving as technical liaison for the group are F. Calvin Louderback, director of publishing, *New Jersey Business*, and William B. Duryee, chief, international commerce section, State Department of Conservation and Economic Development.

Paul L. Troast, chairman of the New Jersey Manufacturers Association, is mission director.

American Chamber in Mexico launches new export council

Composed of 35 U.S. and Mexican businessmen, group will provide data on opportunities there

To help guide potential U.S. exporters, importers and investors on business opportunities in Mexico, the American Chamber of Commerce of Mexico on Sept. 23 launched a new Export Expansion Council.

The council was formed to handle an increasing flow of inquiries about new opportunities in that country, according to Chamber executive vice-president Al R. Wichtrich.

The Mexican Industry and Commerce ministry recently released a list of 370 industries which the Mexican Government believes necessary for the fastest possible growth of the country's economy. The new group plans to use the list in consultations with prospective investors from the United States, Wichtrich said.

Services available

The council, composed of 35 Mexican and U.S. businessmen, is an autonomous organization operating within the American Chamber. The council's services are available without charge through the American Chamber of Commerce of Mexico, Lucerna 78, Mexico 6, D.F.

Harry L. Freeman, the Mexican Chamber's first vice-president, speaking at the new group's inauguration, said:

"The purpose of this new council in Mexico is twofold: first, to provide information, orientation and guidance for firms which express an interest in making new investments in Mexico; and second, where possible, to provide information and guidance on matters of trade between Mexico and the United States. Trade, of course, is a two-way street, and we at the American Chamber are well aware, as businessmen, that the flow of goods to the north is the counterbalance which makes possible the flow of goods to the south."

Willard Beeson, chairman of the Chamber's Investment Expansion Committee, heads the council. Vice-chairman is Jim Maroney, chairman of the Foreign Trade Expansion Committee.

In congratulating the American Chamber on formation of the council, Clarence Boonstra, U.S. Embassy Charge D'Affaires, pointed out that "U.S. investment in Mexico has created stronger business ties and tends to increase Mexican-United States trade. . . .

"We of course have great expectations that it [the council] will render real and extensive assistance to U.S. exporters who wish to establish new connections or expand their sales in the Mexican market.

"All too often those of us who live and work in Mexico are more aware of the difficulties of exporting to Mexico than of the vast and growing opportunities for export sales in this market. Admittedly, every few finished goods are permitted to enter Mexico. But the market for producers' goods is vast, and—unless the basic trend is unexpectedly revised—is likely to continue to grow.

"The increase in U.S. sales to Mexico in the last decade has been little short of astounding; let me remind you that last year Mexico bought $1 billion of U.S. goods and was our fifth best foreign customer. And if the experience of the world in the last three conturies has any relevance the further Mexico's industrialization progresses, the more will its requirements for imports increase."

Publishing executive to talk on potential of Middle East

Some of the ins and outs of Arab culture, including details on the industrial potential of the Middle East, will be revealed Oct. 7 by Hugh M. Hyde, president of Johnston International Publishing Corp.

Hyde will speak at the Overseas Press Club in New York. His subject will be "From Camels to Computers: Selling the Arab Market."

The publishing executive recently returned from a trip to the Middle East, where he set up an Arabic-language business magazine.

U.S. exporters can increase Irish market for commercial laundry, drycleaning equipment

The Irish market for commercial laundry and drycleaning equipment is not large but it is worth consideration by U.S. firms, according to a survey by the U.S. Embassy in Dublin. As there are no manufacturers or assemblers of this equipment in Ireland, the market is supplied entirely by imports.

Such imports in 1964 totaled $861,880 and are expected to rise to about $1,064,000 in 1965.

The Irish market, however, may best be described as a static rather than a growing one and the American effort must be directed toward increasing the U.S. share of the existing market, the Embassy reports. Although U.S.-designed equipment has a substantial share, it is supplied mostly by U.S. subsidiaries in Britain. Equipment manufactured in Britain accounts for 65% of total Irish imports of laundry and drycleaning machinery.

The large laundry and drycleaning concerns almost invariably buy their equipment directly from manufacturers; thus, direct contact with them is essential. Hotel, institutional, and coin-operated equipment generally is bought through agents.

U.S. equipment appears to be competitive in quality and price and there is every reason to believe the U.S. share of the market could be increased. Present credit restrictions may delay some purchases, but the banks probably would finance the purchase of essential new or replacement equipment. The credit squeeze is expected to last for at least a year, giving U.S. manufacturers who have not previously traded in Ireland an opportunity to establish contacts, the Embassy points out.

No duty

There is no duty on commercial laundry and drycleaning equipment imported into Ireland. Also, there are no obstacles to sales by U.S. subsidiaries or licensees in third countries.

Commercial laundries in the Republic number 29—15 of them in the Dublin area. Replacement of equipment is gradually taking place, although most laundries are still operating with machinery installed in the 1930's and even in the larger establishments machines are still handfed.

Prospects for all types of U.S. laundry equipment are good—especially so for washer-extractors, shirt equipment, coat-finishing units, sheet preparation and automatic handling equipment.

Very few hotels and hospitals in Ireland have their own laundry units. New developments in small laundry equipment, however, have made it economically feasible to install a unit in hotels with as few as 75 bedrooms. As for hospitals, the Irish Government is encouraging establishment of group laundries on a regional basis. In Dublin, more than 20 hospitals have agreed in principle to set up a central laundry and invitations to tender for equipment are expected in the near future. **Write:** Department of Health, Customs House, Dublin 1.

Drycleaning

At present, about 25 drycleaning firms operate an average of 3 shops each. As regular drycleaning has never really been sold in Ireland, the market is far from saturated. Sales prospects for all kinds of equipment are good, especially pressing machines and irons.

Self-service launderettes have grown in popularity with the advent of the coin-operated machine. Seventeen new launderettes have opened in Dublin in the first six months of 1965, and at least five more are scheduled before the end of the year. Coin-operated drycleaning machines have just made their appearance in Dublin. Many people are dubious about prospects, as most Irish clothes being drycleaned require pressing.

For a copy of the complete report of the Embassy's survey, **write:** Scientific, Photographic and Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C., 20230.

U.S.-CANADA RELATIONS

Relations between the United States and Canada will be discussed by nine experts—five from the U.S., four from Canada—October 5 at the Bellevue Stratford Hotel in Philadelphia.

The day-long program is sponsored by the Philadelphia branch of the English-Speaking Union with cooperation and support from the Chamber of Commerce there and 27 leading companies in the Delaware Valley area.

Alabama mission to promote exports in Latin America

A 15-member Alabama Trade Mission, sponsored by the Alabama Regional Export Expansion Council and approved by the U.S. Department of Commerce, was scheduled to leave Oct. 2 for a two-week visit to Central America, South America and the Caribbean to seek new markets for Alabama's industrial products.

Before their departure, mission members were briefed in the Birmingham Area Chamber of Commerce Office by Bureau of International Commerce (BIC) experts on trade opportunities in the countries to be visited.

Leaving from New Orleans, the group will visit Guatemala, Costa Rica, Panama, Venezuela, and Trinidad before returning to the United States Oct. 19.

Mission members are Prof. Cleveland L. Adams, School of Textile Technology, Auburn University, Auburn; J. H. Blackwell, vice president, O'Neal Steel Co., Birmingham; Rep. Robert S. Edington, of the Alabama State Legislature; Cecil F. Hackney, president, Hackney Manufacturing Co., Birmingham; D. L. Hawkins, Brownell Tours, Birmingham; Lewis L. Hickman, export sales manager, Southeastern Tool & Die Co., Birmingham; Thomas E. Jernigan, president, United Chair Co., Leeds;

Joe A. Killian, Alabama State Docks, Mobile; K. Gordon Lawless, general manager, Phifer Wire Co., Tuscaloosa; Robert P. Mack, vice president, United Chair Co., Leeds; E. Cary Nall, Birmingham Area Chamber of Commerce; James W. Oliphant, Jr., vice president, Merchants National Bank of Mobile; M. B. Rambeau, Mobile Area Chamber of Commerce; Lee R. Seifert, vice president, First National Bank of Mobile, and Julian W. Smith, Alabama State Docks.

BIC, which conducts the Government's trade mission program and other export expansion programs, helped the Alabama group plan its itinerary and arranged meetings with Latin American businessmen.

Vietnamese business team in U.S. seeking investors, technical help

U.S. may sponsor investment mission to study Saigon outlook if group finds sufficient interest among American firms

A team of Vietnamese industrialists has begun a six-week tour of business firms and institutions in the United States and Puerto Rico. Following a September 24 meeting with a group of American businessmen and Government officials in New York, the team is visiting Detroit, Chicago, Atlanta and San Juan before returning to New York on October 25.

The group will return to Viet Nam on November 6 after conferring with U.S. Government officials in Washington. An effort is being made to extend the team's itinerary to cover West Coast cities.

This 8-member Industry Investment and Study Team is composed of owners and managers of established industries in Viet Nam, including two women, who will observe American manufacturing methods and explore potential sources of U.S. investment, technical know-how and equipment to expand their businesses.

The team is prepared to carry out exploratory discussions with American firms in an effort to establish mutual interests in expanding private industry in Viet Nam.

As the representative of the Vietnamese business community, it will submit a detailed report to the Viet-Nam Confederation of Industrialists upon its return.

Congressman Lester L. Wolff of New York welcomed the group and outlined efforts to initiate a U.S. small business investment program for Viet-Nam.

Officials of the Agency for International Development endorsed the concept of private American-Vietnamese cooperation and described U.S. Government programs designed to support this concept, which include investment guaranties providing 100% protection against losses due to war, insurrection, expropriation or inconvertibility, and 75% protection against commercial risk losses.

Members of the Vietnamese group expressed interest in the following specific projects:

Tran Qui Dam, Owner, Naico Electric Co., manufacturers of electrical equipment—seeks licenses and technical assistance for expansion of present electric appliance line, including fused devices, motors, electric meters, pumps and elevators; is also interested in purchase of gas and component parts for air conditioning and refrigeration equipment.

Dang Quoc Co., Director, Neofarma Laboratories, manufacturers of pharmaceuticals—seeks sources of raw materials for pharmaceuticals which may later be manufactured under license or joint venture in Viet-Nam; also interested in licenses to manufacture veterinary medicines and agricultural chemicals. The firm wishes to purchase equipment for electrical water distillation and for manufacture and packaging of capsules.

Nguyen Van Tu, President, Viet-Nam Overseas Purchase Co.—seeks licenses to manufacture specialty paper items such as carbon paper, and is prepared to purchase ribbon and stencil equipment for use on an approved project involving expansion of firm's commercial printing business. Also desires to purchase 10,000 low-cost radios and would consider joint ventures for manufacture of radio spare parts and assembly of television receivers.

Vuong Sang, Owner, Tuileries du Donia, brick and tile manufacturers—seeks technical assistance, equipment and designs for low-cost housing construction, including components which will reduce housing costs; desires to purchase materials handling equipment, ceramic machinery and concrete prestressing equipment. The firm is also interested in handicraft output under the refugee program.

Mrs. Nguyen Dat Ngoc, Manager, Thanh Hoa Textile Co., manufacturers of cotton and rayon textiles for women's clothing—seeks technical assistance, imported yarns and machinery for weaving of synthetic or blended fabrics for men's clothing. Also wishes to expand present plants (with dyeing facilities) by establishing 125-loom weaving mill. Mrs. Ngoc wants to study an American weaving mill in operation, in order to observe its organization and labor policies.

Nguyen Van Diep, Owner, Nguyen Van Diep Co., manufacturer of water pumps, textile machinery, cast iron pipe and other foundry and forge products—seeks machinery, technical assistance and licenses for expansion of present 15,000 square meter plant to manufacture new products, including sewing machine parts. The owner has 27 years engineering experience in North and South Viet-Nam and appears qualified to make a diverse line of products.

Mrs. Duong Xuan Dao, Director, Viet Nam Ball Point Co., Ministry of National Economy, manufacturer of office equipment—seeks U.S. technical assistance and licenses for expansion of present line of products. Connection with government ministry should provide support for variety of ventures in diverse fields.

Vu Ngoc Tien, Director, Administrateur de Societe Industrielle—sugarmill, papermill and textile mill operators—seeks to expand product lines, particularly in paper and textiles, where present operations are the largest in Viet-Nam. Present textile mill ownership is joint venture between private capital and government, and papermill is joint venture between Italian financial interests and a Vietnamese bank. Broad scope of present operations and ownership should provide basis for additional operations in many fields.

The group's present itinerary sets aside the following dates for specialized visits with team members:

Oct. 1—Detroit Field Office, 445 Federal Building, Telephone: Code 313-226-6088.

Oct. 7—Chicago Field Office, 1486 New Federal Building 219 South Dearborn St., Telephone Code: 312-828-4400.

Oct. 14 and 15—Atlanta Field Office, 4th Floor, Homesavings Building, 75 Forsyth St., NW., Telephone: Code 404-526-6000.

Oct. 25, 26 and 27—New York Field Office, 61st Floor, Empire State Building, 350 Fifth Ave., Telephone: Code 212-LO 3-3377.

American businessmen wishing to discuss possible trade or investment in Viet-Nam should request appointments with specified members of the group as soon as possible. Send requests for appointments direct to the listed Field Offices or to the Office of International Investment (BIC-8630), U.S. Department of Commerce, Washington, D.C. 20230, (Telephone: Code 202-WO 7-4065 or WO 7-5367).

If the group's visit generates sufficient interest, a U.S.-Government Investment Mission will be sent to Saigon later.

Indian rayon firm wants U.S. partner in expansion venture

An Indian manufacturer of viscose rayon filament would like to obtain U.S. private equity participation for a proposed expansion program.

Total cost of the program is estimated at $1.4 million, with a little over 50% asked of the U.S. participant.

The Bombay firm's rayon plant is at Udhna in Surat District, Gujarat State, about 170 miles north of Bombay. Its present production capacity is 6.2 metric tons per day of 100 deniers. The firm has been licensed by the Government to increase its capacity to 7.5 metric tons per day.

The proposed program will necessitate installation of eight additional spinning frames at an estimated cost of $546,000. An additional $924,000 will be needed for a simultaneous expansion of the viscose producing capacity to feed the proposed extra spinning machines.

The firm, established in 1958, is one of eight in India, engaged in the production of viscose rayon filament. It has approximately 2,000 employees.

Write: V.K. Shah, Constituted Attorney, Baroda Rayon Corp., Ltd., 130-132 Apollo St., Bombay 1, India.★ WTD.

Study outlines investment opportunities in Taiwan

The Industrial Development and Investment Center of Taiwan's Council for International Economic Cooperation and Development has prepared a 40-page study outlining specific investment opportunities in 13 industries covering 64 product categories.

Chemicals, plastics, pulp and paper, electronics, food processing, lumber, textiles and heavy and light machinery are several of the industries listed.

The study, "Industrial Investment Opportunities in Taiwan," aims to provide local Chinese businessmen and foreign investors with analyses of the 64-product categories as a basis for more intensive surveys of the opportunities.

For a copy of the study, **write:** K.T. Hu, Director, Chinese Investment and Trade Office, 515 Madison Ave., New York, N.Y. 10022. (Telephone: 212-752-2340).

The office is also prepared to engage in preliminary discussions on the specific opportunities that the study outlines.

For additional information, **write:** Director, Industrial Development and Investment Center, Union Bldg., 9 Pao Ching Rd., Taipei, Taiwan, Republic of China.

Investment assistance

It is suggested that firms responding to investment opportunities listed on this page may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

***WTD* indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Room 6059B, Department of Commerce, Washington, D.C. 20230.**

Argentine window company makes licensing offer

A Buenos Aires firm which makes aluminum window frames for the automotive industry, requests a licensing agreement with a U.S. producer of such equipment.

The firm has two newly equipped manufacturing plants capable of producing 4,000 windows a month.

Write: Ing. Juan A. Peretti & Cia. S. R. L., Campillo 2853, Buenos Aires, Argentina.★ WTD.

Aden seeks geological survey by U.S. firm

Aden's Qu'ayti State Government seeks an experienced U.S. firm to make a geological survey of the State at its own expense.

The surveyor would be offered a concession to exploit any deposits discovered.

It is reported that the Qu'ayti Government is particularly interested in examining deposits of copper and limestone—the latter for possible use in cement—discovered by a British firm in 1961-1962. This initial survey cost $28,000. Two proposed follow-up surveys to cost $17,000 each, have not been made.

Write: Ahmad Muhammad al-Attas, Minister to the Sultanate, Mukalla, Qu'ayti State, Aden, with information copies to J.N. Ellis, British Adviser, Mukalla, Aden, and O.H.R. Beadles, Commissioner for Industrial Development, Ministry of Commerce and Industry, P.O. box 5013, Maalla, Aden.

Tourist hotel venture proposed for Greece

A Greek tourist organization planning the construction and operation of 12 tourist hotels in various locations seeks U.S. private participation in the venture.

Estimated cost of the project is $36 million. A corporation would be formed in which U.S. interests would be permitted financial participation from 20 to 49% with the right to acquire complete majority interest after seven years.

A formal expression of interest in the venture by U.S. potential investors is requested by Oct. 15, with informal negotiations and discussions to follow.

Write: Greek Tourism Organization (EOT), Tourist Installations Exploitation Directorate, 4 Stadiou St., Athens, Greece.

MACHINERY

A firm of general engineers is interested in being licensed by a U.S. company to manufacture and sell in the United Kingdom plastic machinery, printing machinery of medium range, and food processing machinery. The company would also consider a cross-licensing arrangement for transport power door gear.

Write: G. D. Peters and Co., (Engineering), Ltd., Windsor Works, Slough, Buckinghamshire, England. WTD.

Secretary Connor renews decision to permit exports of walnut logs

Secretary of Commerce John T. Connor has again reaffirmed his decision not to extend the export controls on walnut logs which expired last Feb. 13.

The Secretary, however, agreed to give further study and review to his original decision on the controls which had been imposed by former Secretary of Commerce Luther H. Hodges for a one-year trial period.

In reaffirming his decision, Secretary Connor noted two additional factors which he considered along with the basic arguments for and against the controls:

1) A substantial increase in the monthly volume of exports of veneer quality walnut logs since expiration of the controls;

2) Confirmation from representatives of the domestic veneer and furniture industries of the impossibility in the near future of achieving any significant reduction in domestic consumption through voluntary use of 1/16" veneer as the commercial standard instead of thicker veneers.

Forecasts cloudy

Speaking of the walnut log supply, Secretary Connor said "it is quite clear that our long-term forecasts as to the rate of depletion of walnut resources are not and cannot be regarded as clearly reliable."

The Secretary noted he had "particularly considered the potential impact of export controls on the producers or growers of walnut logs, the veneer producers, the furniture manufacturers and the log exporters."

Use of export controls with respect to growers or producers of walnut logs, according to Mr. Connor, "is contrary to their economic interests because of reduced demand and the depressant effect on the prices they can obtain for the logs."

For veneer producers, the Secretary noted, "control on the export of walnut logs is very clearly to their financial advantage" since severe export restrictions would make these producers the principal purchasers in the market for walnut logs.

"Export controls are potentially and theoretically in their financial interest," the Secretary said of the furniture industry since "foreign demand would be limited and theoretically the domestic furniture industry would be able to obtain its supply of walnut veneer at reduced prices, assuming the walnut veneer producers would pass on their savings to the domestic furniture industry, which may or may not be the case."

Adverse effects

Export controls adversely affect walnut log exporters who "strongly oppose the reimposition of export controls on walnut logs," Mr. Connor added.

Reimposition of controls, Secretary Connor said, "would only assure a price advantage to one particular segment—the veneer producers, at the cost of an adverse financial impact on some other groups of American businessmen."

He noted that he lacked the legal authority to impose regulations on domestic consumption, adding "voluntary control of domestic consumption does not appear feasible in the foreseeable future."

"The short supply control authority in the Export Control Act should, in my opinion, be used to protect the overall welfare of the domestic economy and not be used as a price control device to benefit one or two segments of an industry to the detriment of other segments in that industry," the Secretary said.

Iowans win guarantees for Nigerian investments

Three specific risk guaranties covering equity investments have been issued to Muscatine, Iowa, firms by the Agency for International Development (AID) for the manufacture of cement products in Nigeria.

The investors are Mr. C. M. Stanley, 115 Sunset Drive, the Stanley Engineering Co., Stanley Building, and Development Securities, Inc., P.O. Box 338.

The three firms are investing $70,000 in Nigeria Concrete Ltd., a private company organized under the laws of Nigeria, for the establishment and operation of a concrete products plant in Lagos, the capital of Nigeria.

The project meets AID objectives by providing employment for Nigerians, assisting the building construction field, and producing a new range of quality products not previously available from commercial production.

Nigerian Concrete Limited's proposed line of pre-stressed concrete products includes building blocks, paving slabs, lintels, fence posts, sewer pipes, electric poles, and construction beams—all products in which the pre-stressed concrete's increased strength with diminished weight will effectively serve the nation's growing construction industry.

U.S. export rights' suspension continued against Canadian

The Bureau of International Commerce has further suspended the U.S. export privileges of a Montreal foreign trade operator and two of his firms until Nov. 1, to permit continued investigation of suspected export control violations which originally brought about a suspension of export privileges last May.

The 45-day continuance involves Joseph Lewo, known also as Joseph Jeuda Levos, Joseph Levo and Joseph Liebow, and the companies in which he is a principal. They are J. L. International, Ltd. (formerly called Jaymor Enterprises, Inc.) and CANEX, Ltd.

BIC said its investigation indicated Lewo has been participating with Pierre Emile Marie Contresty in operations involving reexport to Cuba of U.S.-origin commodities. Contresty was denied U.S. export privileges in 1963. Investigation also is continuing into other of Lewo's suspected illegal operations in reexporting U.S.-origin goods to Cuba.

All licenses canceled

While the suspension is effective, all outstanding validated export licenses in which Lewo and the two companies have an interest are canceled.

The restrictions apply to any agents or employes of Lewo and the companies, and all persons are denied the privilege of taking part with them in export operations involving U.S.-origin commodities or technical data.

Exporters asked not to cooperate with foreign boycotts

The Department of Commerce has requested American exporters not to cooperate with efforts of any foreign country to impose a boycott or other restrictive trade practice against another foreign country friendly to the United States.

The request was contained in regulations issued to implement the recently-approved extension of the Export Control Act in which Congress set forth U.S. policy to oppose such restrictive trade practices and boycotts.

Under the regulations, any request from a foreign country for such action must be reported by U.S. exporters to the Department's Office of Export Control within 15 days. The report must be made on form IA-1014, available from the Department's field offices and from the Office of Export Control in Washington, D.C.

In announcing this policy, Secretary of Commerce John T. Connor stated: "All U.S. exporters of articles, materials, supplies or information are encouraged and requested to refuse to take, but are not legally prohibited from taking, any action, including the furnishing of information or the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts."

Reports of proposals

In the past, American businessmen have reported receipt of requests for information and agreements which would have had the effect of furthering or supporting foreign restrictive trade practices or boycotts.

Details of the announcement are published in Current Export Bulletin No. 920, dated Sept. 23. The Bulletin may be purchased from any of the Department of Commerce field offices, or from Room 6043, Department of Commerce, Washington, D.C.

Denial of German firm's export rights is continued

A temporary suspension of US. export privileges now in effect against Maximilian Klementz, a Hamburg, Germany dealer in technical equipment, has been continued until administrative proceedings are completed.

The Department of Commerce's Bureau of International Commerce (BIC) is completing investigation into Klementz' suspected illegal sales of substantial quantities of U.S.-origin electrical and electronic equipment and parts—some of strategic nature—to Deutranex G.m.b.H., Hamburg, a firm which has been under denial of all U.S. export privileges since 1963. The Department said Klementz will be charged with knowingly dealing with Deutranex in violation of the U.S. Export Regulations.

Klementz has not contested the temporary suspension which has been in effect since Aug. 9, and he will again have opportunity to be heard on the formal charges.

While the suspension is in effect, Klementz, his employes and agents, are prohibited from dealing in U.S.-origin commodities and technical data. No other person may engage with them in transactions involving exports from the U.S.

Pakistan announces war risk insurance program

The Government of Pakistan has promulgated a War Risk Insurance Ordinance which provides that the Central Government will underwrite war risk insurance relating to factories and commodities in transit, buildings, ships, and factories.

The Ordinance requires compulsory insurance for all factories and goods entering Pakistan by sea or air, buildings of a value exceeding $42,000, ships valued at more than $63,000, and goods with traders exceeding a value of $5,250.

The Pakistan Insurance Corp., a Government agency, has been appointed agent for the government to manage funds and disburse claims. Other insurance companies will act as agents for the collection of premiums and the issuance of policies.

The new ruling also allows for voluntary insurance of property not within the scope of compulsory insurance.

COSMETICS

A manufacturer of pharmaceuticals and cosmetics wishes to manufacture cosmetics in Germany under license from a U.S. company. In return it offers a license for the production of its polish remover.

Write: Dr. Wurnboeck GmbH, 6233 Kelkheim/Taunus, Pestalozzistrasse, Postfach 240, Germany. WTD.

Netherlands firm admits illegal shipment; draws new U.S. export denial

The Department of Commerce has suspended the U.S. export privileges of a Netherlands concern for six months, and granted conditional restoration for 36 months thereafter, in a case growing out of illegal reexport of U.S.-origin cotton bagging valued at $36,000 from Amsterdam to Hungary.

De Swaan Bonnist, known also as E. & L. de Swaan tot Voortzetting van de Holland Jute Voorheen Gebroedere Bonnist N.V., of Amsterdam, had its export privileges suspended on March 8, 1962 for failure to furnish information regarding the case to the Department's Bureau of International Commerce.

De Swaan Bonnist has now furnished the requested information and has agreed to the new sanctions which go into effect September 27.

The case developed in September and October 1960 when the Amsterdam firm purchased 140,000 new cotton bags from A. De Swaan, Inc., New York City. The bags were subsidized for export by the U.S. Department of Agriculture. They were shipped to Rotterdam under control notices stating that they were licensed for ultimate destination Holland, and that diversion contrary to U.S. law was prohibited.

The Holland concern sought unsuccessfully from the Department of Commerce to get authorization to ship the bags to Hungary, then sent the entire lot to a State Trading Agency in Budapest anyway.

During the period of the new suspension, all validated licenses in which De Swaan Bonnist has an interest are canceled. The sanctions apply also to all employees and agents of principal, and all other parties are prohibited from export operations with them involving U.S.-origin commodities or technical data. New sanctions will be invoked in event of further violations over the next 42 months.

STEEL STRUCTURES

A Dutch manufacturer of steel structures, particularly in the building field seeks a license or joint venture agreement with a U.S. manufacturer of steel structures, e.g. cranes, steel casing, building machinery, building structures.

Write: N.V. Linden Kranen en Stalenbekisting, 12 Nijverheidstraat, heerhugowaard, Netherlands. WTD.

Pakistan imposes price controls on 52 commodities

The Government of Pakistan has issued an Essential Commodities (Control) Order which introduces price control and regulation of trade and commerce of 52 commodities considered essential to Pakistan's economy.

Under the order, the Government can fix maximum prices of these products. No person may sell or resell any essential item for more than the maximum price.

The order requires importers and producers of any of the 52 commodities to furnish to the Controller General of Prices and Supplies the description and quantity of the products imported or manufactured and the cost price on which they are imported or produced. It further provides that no importer shall sell or dispose of any essential item imported by him without written instructions issued by the Controller General.

Among the products falling within the scope of the order are iron and steel including cast iron pipes; cement; newsprint other than newsprint manufactured in Pakistan; mechanically propelled vehicles including those in completely knocked-down condition; tires, tubes, and spare parts of mechanically-propelled vehicles;

Caustic soda; soda ash; imported drugs and medicines; surgical instruments and appliances; x-ray films, x-ray apparatus, and electromedical equipment; tractors and tractor-drawn equipment; batteries; non-ferrous metals; imported chemical dyes; radios, wires, and cables; plastic compounds and plastic sheets; ammonium sulfate; and oxygen gas and anhydrous ammonia and asbestos cement sheets.

El Salvador raises minimum investment requirement

Foreign businessmen who wish to invest in small business and industry in El Salvador must have a minimum of $40,000 in capital. Effective August 18, 1965, Decree No. 348 provides that small businesses and industries should be operated by native-born Salvadorans or Central Americans, and defines small business and industry as concerns having assets of less than $40,000.

According to the new decree, foreigners and naturalized Salvadorans may continue to operate small industries or businesses for five years, with renewal for subsequent five-year periods provided no Salvadorans or native Central Americans are engaged in the same type of business.

If the assets of any firm owned by foreigners or by naturalized Salvadorans falls below $40,000 the owner may continue to operate for one year, within which time he must either liquidate the business or transfer it.

India lists contraband subject to seizure

The Maritime Administration has issued a circular letter to U.S. subsidized operators informing them of the declaration by the Government of India that certain types of cargoes will be considered contraband and subject to seizure. There is no indication that this declaration has been rescinded.

A previous circular letter listed types of cargoes considered to be contraband by the Government of Pakistan.

The letter listing the cargoes declared contraband by the Government of India, which is equally applicable to all U.S. flag ships, follows:

Gentlemen: Circular Letter No. 9-65

Circular Letter No. 8-65 listed certain types of cargo declared by the Government of Pakistan to be contraband and subject to seizure by that Government. The Government of India has also issued a proclamation (which has not been rescinded) specifying the following articles which are to be treated as contraband:

- All kinds of arms, ammunition and explosives; all kinds of materials or appliances suitable for use in chemical, biological or atomic warfare; machines for the manufacture or repair of any of the foregoing, component parts thereof, articles necessary or convenient for their use, materials or ingredients used in their manufacture, and articles necessary or convenient for the production or use of such materials or ingredients.

- Fuel of all kinds; all contrivances for, or means of, transportation on land, in water or air, and machines used in their manufacture or repair; component parts thereof, instruments, articles or animals necessary or convenient for their use, materials or ingredients used in their manufacture, articles necessary or convenient for the production or use of such materials or ingredients.

- All means of communications, tools, implements, instruments, equipment, maps, pictures, papers and other articles, machines, or documents necessary or convenient for carrying on hostile operations, and articles necessary or convenient for their manufacture or use.

- Precious metals and objects made thereof, coin, bullion, currency, evidence of debts, debentures, bonds, coupons, stocks and shares or any negotiable or marketable security; precious or semi-precious stones, jewels, also metal, materials, dyes, plates, machinery or other articles necessary or convenient for their manufacture.

This matter is brought to your attention to complete the information presented in Circular Letter No. 8-65. It should again be emphasized that articles listed above as well as those listed in Circular Letter No. 8-65 are subject to change at any time.

The Maritime Administration does not propose to attempt to circularize such changes as may be made in the future. Each operator will be expected to keep itself apprised of changes in contraband lists, restrictions and procedures which the Governments of India and Pakistan may impose upon ships calling at their respective ports.

This Agency, however, will be glad to co-operate in attempting to answer any inquiries that may be directed to it.

Nicholas Johnson
Maritime Administrator

IN FIRST HALF

Commercial exhibits set

Export expansion drive to feature solo event and show-and-sell entries

The Bureau of International Commerce will stage seven commercial exhibitions of U.S. products overseas during the first half of 1966 in its campaign to help U.S. manufacturers take advantage of sales opportunities in international markets.

The campaign will feature a solo U.S. export promotion show in Madrid; show-and-sell entries in three international trade fairs in West Germany, and commercial exhibits at fairs in Osaka, Paris and London.

Heating, refrigeration and air conditioning equipment; bakery processing equipment; electronic instruments and components; printing equipment; teaching and training aids; furniture; and specialized hospital equipment are among the American-made products to be shown.

Testing grounds

Commercial exhibitions, which the BIC first began sponsoring at international trade fairs in 1963, give American businessmen an opportunity to test their products in favorable international markets at low cost. Comprehensive market surveys prior to the exhibitions identify goods with the greatest sales potential.

The exhibitions provide U.S. manufacturers a means for establishing permanent marketing arrangements for their products, and, in addition, offer direct sales opportunities.

Eight commercial exhibitions were held in the first year of the program and 14 in 1964. Eighteen international trade fair shows were scheduled this year.

In the 28 shows held as of June 30, 1,048 participating U.S. firms reported on-the-spot sales of $6.9 million and estimated follow-up sales of $85.3 million within a year of closing of the shows. They also signed up 229 overseas agents and distributors.

The commercial exhibitions for the first half of 1966 follow.

International Furniture Fair, Cologne, West Germany. Jan. 25-30. Joint venture of the National Association of Furniture Manufacturers and Southern Furniture Manufacturers Association in cooperation with the Bureau of International Commerce. U.S. exhibit will feature living room, bedroom and occasional furniture.

Additional information about trade fairs and trade center shows is available from the Bureau of International Trade Promotion, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Madrid, Spain. March 8-18. U.S. solo exhibition staged by BIC at Madrid Chamber of Commerce. Commercial and industrial refrigeration equipment

Osaka International Trade Fair, Osaka, Japan. April 9-29. Bakery processing equipment, specialized printing equipment.

Hanover International Fair, Hanover, West Germany. April 30-May 8. Heating, refrigeration and air conditioning equipment.

International Hospital Exhibition and Congress, Stuttgart, West Germany. May 11-14. Specialized hospital equipment—surgical radiological, orthopedic, operating room, therapeutic, clinical and diagnostic.

Institutional Equipment Exhibition, Paris, France. May 19-23. Advanced teaching and industrial training aids.

International Instruments, Electronics and Automation Exhibition, London, England. May 23-28. Electronic instruments and components.

Write: Office of International Trade Promotion, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, or contact any Department of Commerce Field Office.

Fairs scheduled in Munich, Germany region

Several large international fairs are scheduled in the Munich, Germany region next year. They offer good sales opportunities for interested U.S. firms, according to the U.S. Consulate General in Munich.

Information about these fairs, except where noted, is available from Muenchener Messe- und Ausstellungsgesellschaft mbH., 8 Muenchen 12, 13 Theresienhoehe.

The fairs are as follows:

International Toy Fair, Feb. 13-18. Nuernberg. **Write:** Spielwarenmesse e.G.m.b.H., 8500 Nuernberg, 24 Berliner Platz.

BAU 66 International Trade Fair of Building Materials, Construction Parts and Interior Finishing. Thirteenth Bauma—International Construction Machinery Fair Munich, Oberwiesenfeld, March 19-27. **Write:** BAUMA—Deutsche Baumaschinen-Messen GmbH., 8 Muenchen 25, 7 Radlkoferstrasse.

IHM 66—18th International Small Enterprise (Handicrafts) and Trade Fair, May 12-22. **Write:** Verein fuer Handwerksmessen und Ausstellungen e.V., 8 Muenchen 12, 14 Theresienhoehe.

International dairy machinery exhibition of DLG, July 4-9, in connection with seventeenth international dairy congress, July 4 to 8. **Write:** Deutsche Landwirtschafts-Gesellschaft, Frankfurt/Main, 16 Zimmerweg, Tel. 720861.

International exhibition in connection with 6th international congress on clinical chemistry, July 26-30.

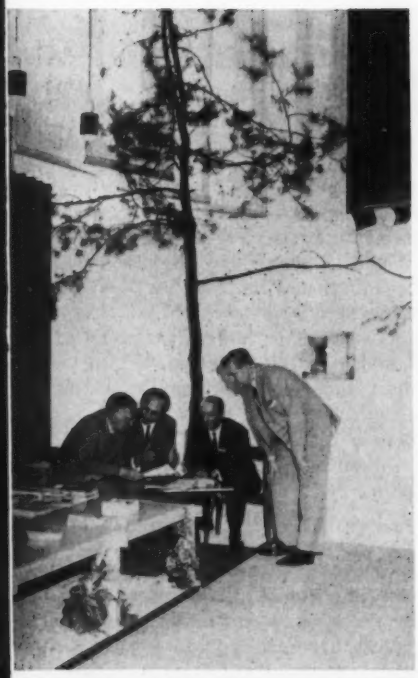
International exhibition of ophthalmological equipment in connection with 20th international congress of ophthalmologists, Aug. 14-19. **Write:** Deutsche Ophthalmologische Gesellschaft e.V., Kongressbuero, 8 Muenchen 12, 8 Beethovenstrasse.

IFAT 66—international exhibition of sewage engineering, in connection with 3rd international sewage conference, Sept. 3-9.

IKOFA 66—6th international exhibition of groceries and high-class provisions, Sept. 17-25.

HOW TO RELAX at the German Industries Exhibition in Berlin is demonstrated by several visitors to the American Massage Corp. exhibit. R. Bachmann, owner of American Massage ROBAM GmbH, Frankfurt, shows the massage chairs and other vibrator products. The exhibition was held Sept. 22-Oct. 3.

THE 'PILE BRUSH,' a new electric certified carpet cleaner, is examined above at the booth of the Certified Chemical and Equipment Co. of Cleveland. In the photo at right is an explanation of the No-Sag Spring Co. exhibit. The Detroit firm, well established in Germany, was primarily interested in "image" exposure of its products.



AT THE BOOTH of New Castle (Ind.) Products International, left, a detailed explanation of Modernfold GmbH products is given. The U.S. firm's products have found a ready market in Berlin in the past two years, it was reported. In photo below, a drug retail customer, who placed a substantial order, talks with the Duesseldorf representative of 3M, St. Paul, Minn. The photo at right shows activity at the Hallmark Cards, Inc., booth. More than 10,000 greeting cards were sold directly to visitors in the first three days. Volume buyers also placed some large orders.

IN DROVES THEY CAME to see the latest products of the American exhibitors. At right is a general crowd shot in the aisles of the U.S. pavilion. Above is a picture of the E. T. Barwick Mills, Inc., exhibit, where numerous buyers and agents gathered. The company was satisfied with the reaction of the public to its products the first two days and felt its Berlin representative will have good future sales because of the advertising potential.

EXPORT EXPANSION DATES

Trade shows, missions prov

In Italy, there is a renewed interest in boating accessories which the people cannot buy from Italian firms. The Japanese, anxious to hold on to their number one rating as the world's most literate people, provide a good market for advanced teaching aids. And Spain's $148-million refrigeration program offers U.S. firms a good chance to sell in that market.

These are but three of the numerous opportunities in many lands for American exporters to sell their products. In the situations listed below, the Bureau of International Commerce is ready to help the U.S. manufacturer in these markets.

The export expansion dates on these two pages tell you what to sell—and where and when. The opportunity lies in commercial trade fairs, U.S. trade center shows and national exhibitions, trade missions and the Sample Display Service.

Aggressive promotion is necessary to clinch the sale but the task is made easier by exposing your products in the several ways listed here.

Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

Trade Center shows, held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are open by invitation to buyers, agents and wholesalers. They are limited to specific product lines.

There is still time for a U.S. manufacturer to enter any of these exhibits, by **writing:** Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230 or **phoning:** Area Code 202 WO 7-5316 or 3137.

National exhibitions attempt to portray economic and cultural advancement in the United States.

Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry-organized and programmed with the help of the Government. American firms interested in selling abroad are invited to submit their business proposals to: Bureau of International Commerce, Trade Missions, Code 8210, Department of Commerce, Washington, D.C. 20230.

The Sample Display Service, which puts products on view for 30 days, gives U.S. exporters low-cost service in Bangkok, Beirut, Manila, and Nairobi. This activity helps firms obtain local agents, distributors, licensees and investors.

Write: Bureau of International Commerce, Code 8198, Department of Commerce, Washington, D.C. 20230.

Commercial laundry and dry cleaning equipment. SWEDEN. Good market for all types of U.S. commercial laundry and dry cleaning equipment, including vending machines. **Stockholm Trade Center. Oct. 20-29.**

Consumer and capital goods. SINGAPORE-MALAYSIA AND HONG KONG. U.S. Trade Mission. Business proposals to be carried to this area should be submitted by Sept. 3. **Oct. 23-Nov. 21.**

Light industry and food processing equipment. ETHIOPIA AND SUDAN. U.S. Trade Mission. Business proposals to be carried to this area should be submitted by Aug. 31. **Oct. 30-Nov. 27.**

Petrochemicals. IRAQ. Petrochemical utilization and by-products in retail trade, light industry and agriculture. **U.S. national exhibition, Baghdad. Nov. 1-28.**

Boating accessories. ITALY. Renewed interest in boating accessories not available from Italian sources. Small cabin cruisers and plastic out-board hulls have high marketability here. **Milan Trade Center. Nov. 2-8.**

Nondestructive testing and measuring equipment and instrumentation. GREAT BRITAIN. Wide sales prospects for aggressive U.S. businessmen willing to develop greater share of $32-million market—a market expected to reach over $62 million in 1970. **London Trade Center. Nov. 2-12.**

Do-it-yourself equipment. GERMANY. Home maintenance and improvement activities among German home owners are growing rapidly. High labor and construction costs provide a strong stimulant to this trend. **Frankfurt Trade Center. Nov. 11-16.**

Advanced teaching aids. JAPAN. Government and business interest in newest teaching techniques offers immediate market for U.S. teaching and audio-visual equipment. **Tokyo Trade Center. Nov. 15-20.**

Audio-visual and training aids. THAILAND. Educational equipment keyed to the developing Southeast Asia market. Show will coincide with UNESCO meeting of ministers of education and economic planning of 18 countries in the area. **Bangkok Trade Center. Nov. 22-30.**

Plant and equipment maintenance. SWEDEN. Rising labor costs, higher demands for improved maintenance and reduction in upkeep costs insure a prime export market for interested U.S. manufacturers. **Stockholm Trade Center. Nov. 23-30.**

Machine tools. SINGAPORE. Industrial expansion there provides excellent opportunity for U.S. firms. Strategic market despite withdrawal from Federation. **Singapore Machine Tool Exhibition. Dec. 5-19.**

Advanced industrial fasteners. JAPAN. Continuing industrial expansion offers new opportunities for little known U.S. products in the industrial fastener industry. **Tokyo Trade Center. Dec. 7-17.**

Analytical measuring instruments and laboratory apparatus. GREAT BRITAIN. Advanced scientific instruments, apparatus and equipment used in industrial and university laboratory research. **London Trade Center. Dec. 7-17.**

Production and packaging equipment for the electronics industry. GERMANY. The expanding electronics field in Germany needs U.S. production equipment, machinery, pack-

ide way to name agents

aging tools and components and related materials. **Frankfurt Trade Center. Jan. 12-19.**

Furniture. GERMANY. The first U.S. exhibition at the important **International Furniture Fair in Cologne.** The products of America's leading furniture manufacturers will be exhibited; the theme will be "America's Design Heritage from Europe." **Jan. 25-30.**

Hotel and restaurant equipment. UNITED KINGDOM. Exhibition will feature hotel and restaurant cooking articles and apparatus (including catering equipment), food handling and storage equipment, food and beverage dispensing machines, and an assortment of bar specialty items. In-plant feeding equipment designed specifically for mass unit feeding is excluded. **London Trade Center. Jan. 18-28.** See also Institutional Catering Equipment (below), Scandinavia.

Architectural hardware and building materials. JAPAN. The continued Japanese construction boom presents expanding opportunities for the latest and the best that the U.S. building materials industry has to offer. **Tokyo Trade Center. Feb. 2-11.**

Institutional catering equipment. SCANDINAVIA. In Denmark, Norway, Sweden and Finland, expansion of institutional and in-plant feeding facilities, as well as modernization through "culinary automation" of restaurants and hotels, is creating prime markets for U.S. manufacturers of catering and kitchen equipment. This exhibition, coupled with the London Trade Center show, affords U.S. firms a unique opportunity to reach important European markets. **Stockholm Trade Center. Feb. 3-11.**

Mining and general safety equipment. THAILAND. A basic re-adjustment and new development in the Thai mining industry offers promising sales opportunities for U.S. manufacturers of mining equipment. A collateral market exists not only for mining but for the many other types of safety equipment. **Bangkok Trade Center. Feb. 9-23.**

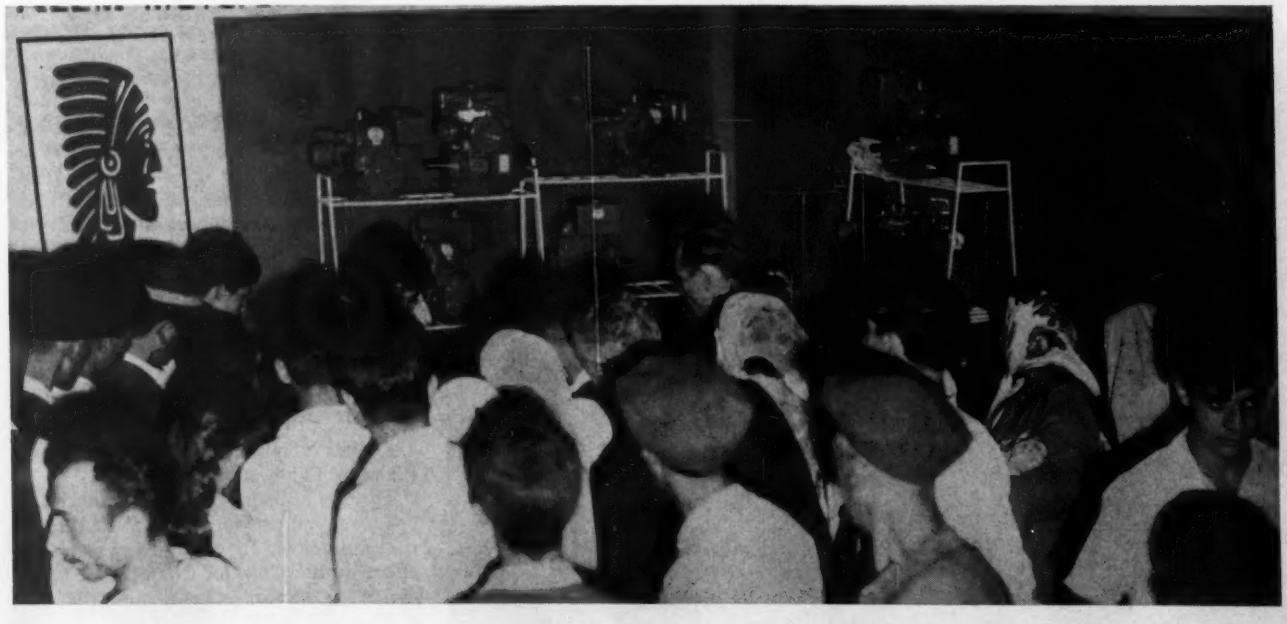
Consumer and capital goods. SAUDI ARABIA AND TRUCIAL STATES. U.S. Trade Mission. Business proposals should be submitted by Jan. 5. Mission is scheduled for **Feb. 10-March 12.**

Machinery and equipment for agriculture, industry and commerce; education and communication aids; home and recreation furnishings. ETHIOPIA. "For a Better Life and a Stronger Nation"—theme of **U.S. national exhibition, Addis Ababa. Feb. 22-March 13.**

Commercial and industrial refrigeration equipment. SPAIN. Excellent market opportunity to cash in on Spain's $148-million refrigeration plan to double facilities by 1968. Taxes and customs duties virtually eliminated on needed imported equipment. **U.S. solo exhibition, Madrid. March 8-18.**

Commercial baking and specialized printing equipment. JAPAN. Opportunity for U.S. businessmen to take advantage of dramatic modernization and expansion programs in these industries, spurred by Japanese government. **7th Osaka International Trade Fair. April 9-29.**

AN EXAMPLE OF the interest overseas in U.S. products is seen at a Sample Display Center show in Izmir as Turkish visitors crowd into the exhibit.



Record construction boom paces Panama's growing economy

New tax director produces record public revenues in June; report on possibility of joining Common Market due by year's end

A record year is predicted for Panama's construction industry as building permits issued in the Panama City area by mid-year appear headed for a year-end value exceeding $16 million and construction continues at a high level throughout the country.

Despite the happy outlook, some local builders feel that the industry has a high dependence upon government-financed low-cost housing and that there is a shortage of working and mortgage capital.

Business conditions elsewhere in the economy were generally described as good during the quarter.

Private bank deposits rose while the banks continued a normal rate of extension of credit. Loan applications for agriculture and small industry were given preference by most leading institutions.

Ordinary public receipts in June were $9.4 million—an all-time high for monthly collections, as the new Director General of Revenues vigorously collected back taxes and enforced the tax laws.

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

The President is trimming spending in all the ministries, in order to reduce the ordinary expenditures authorized for the current fiscal year by about 3%, thus cutting the budget from $86.6 million to $84 million. Preliminary mid-year figures for ordinary expenditures and receipts were $40.7 and $43.5 million, respectively.

PROJECTS such as the Los Rios housing development are creating a strong upsurge in Panama's building industry, which is sustaining the nation's economic growth despite problems in several other areas.

The International Monetary Fund (IMF) has approved a stand-by arrangement with Panama in connection with the Government's fiscal measures and the efforts of the National Bank to strengthen its liquidity and foreign exchange position and require full observance of legal reserve requirements by all banks.

Accelerated Alliance for Progress activities during the second quarter included the approval of: a $2.5 million loan by the Inter-American Development Bank (IDB) for agricultural credits; a $1.3 million AID loan for the rehabilitation and expansion of the Colon sewerage system; and the disbursement of the second tranche ($1.5 million) of an AID Fiscal Support Budget Reform loan.

Larger projects under consideration during the quarter were: a $5.7 million loan by the IDB for low-cost housing; a $9 million loan by the World Bank for feeder roads; and possible World Bank financing of part of a $45 million hydroelectric project on the El Bayano River east of Panama City.

Preliminary figures released by the Government of Panama indicate that total imports and exports for 1964 were both up, amounting to $168.1 million and $59 million respectively.

Most important imports were in the manufactured goods section, whereas agricultural products and processed petroleum products accounted for most of the exports.

During the quarter, the Government's Study Commission continued to work on a report on Panama's possible participation in the Central American Common Market. The Commission is expected to submit its report to President Robles by the end of 1965.

The Ministry of Agriculture, Commerce and Industries, in the course of its import substitution drive, has cited import figures on items whose importation could be reduced or eliminated. It reported that more than $500,000 worth of knitted shirts, about $500,000 worth of fish and $300,000 worth of apples were imported. No specific prohibitions have been imposed on their admission, however.

Quotas applied

Quotas on hosiery and shoe imports, on the other hand, are being applied.

Exports of bananas increased by almost 5% over the previous quarter and a 6% rise is predicted for the third quarter. An effort by the Chiriqui Chamber of Commerce to export surplus potatoes was

meeting some success, but a considerable loss from spoilage was expected.

The activity of the Colon Free Zone may receive a boost if tentative plans are realized for a warehouse in the Free Zone to handle Italian goods exclusively. The plans developed in connection with the recent visit of a Panamanian trade mission to Italy. The expansion of the physical facilities of the Free Zone continued during the quarter.

Sales held up well during the second quarter and there is every indication that, at least in some areas, 1965 will be a record year for local businessmen and international traders. However, businessmen remain slightly pessimistic about the general state of the economy.

Automobile and electrical appliance sales were particularly good, following a first quarter slump.

Record sales of English agricultural tractors were reported, and continued demand is anticipated for agricultural implements of all kinds. An anticipated large development loan to the Republic of Panama should help maintain the demand for such equipment.

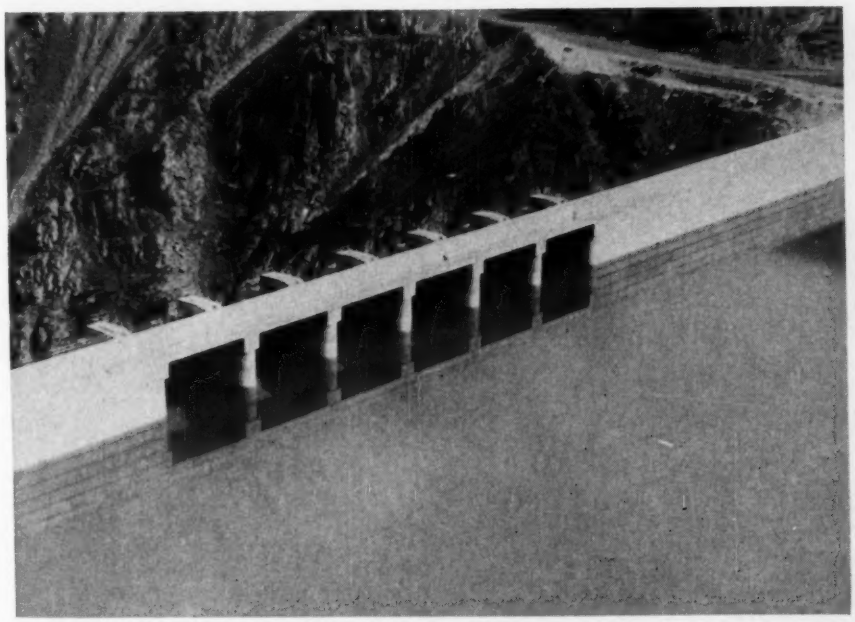
Industrial suppliers and dealers in heavy equipment report some improvement in their sector; however, a "wait and see" attitude seems to hold back the big purchasers. Sales of construction materials have rebounded sharply, following extremely slow activity in February and March.

Tourism and tourist sales have been hindered by U.S. maritime strikes, but the Panama Tourist Institute is optimistic about the year-end totals. Panama is actively seeking new investment in the tourist sector.

Foreign investment lull

No significant new private foreign investments were made during the quarter. Pending further developments with respect to Panama's position regarding the Central American Common Market, large foreign investors will probably delay entry into Panama or will divert investments to other Central American countries.

Meanwhile several long-planned foreign investment programs are moving ahead, including a $9 million project by United Fruit to develop new banana plantations in western Panama; a $23 million American-citrus fruit operation in the same area; and a $16 million expansion of the telephone and electric power facilities of the Panamanian subsidiary of American & Foreign Power in the Panama City-Colon area.



PLACID-LOOKING as it may be, the new Sariyar Dam is a vibrant force in energizing Turkey's economy with power for her industries and water to irrigate her farms. The U.S. has agreed to lend Turkey $40 million to aid in constructing the new Keban Dam, which will provide another welcome economic boost.

Turkish economy perks up despite inflation, lag in investments

Output from newly-dedicated Eregli mill cuts steel imports; industrial calm, surging crude oil production lead economic rise

The second quarter of 1965 saw a generally active Turkish economy. Industrial production was higher than the first quarter and much better than in 1964, although private and state investments have been lagging.

The small number of important strikes and the rapid increase in domestic crude oil production have been instrumental in producing the improved outlook. Good harvests are also expected.

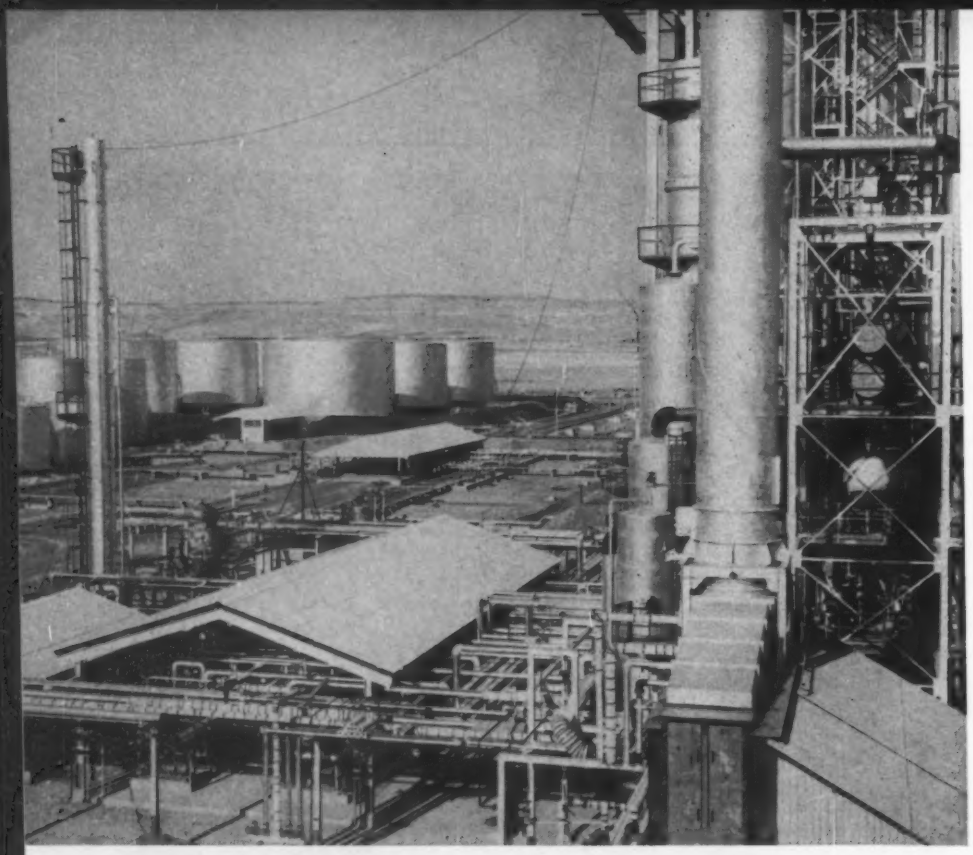
However, inflationary pressures are becoming more serious as both the money supply and government expenditures rise rapidly, boosting both wholesale prices and the cost of living indices.

Rising exports during the first half of 1965 substantially reduced the foreign trade deficit. Exports totaled $205.6 million, compared to $168.4 million for the first half of 1964. Imports for the same period decreased slightly, from $293.1 million in 1964 to $278.5 million.

Turkey's exports will probably surpass the $411 million of 1964. The breakdown of export data by commodities, available only through May, shows substantial increases in exports of cotton, up $8.5 million; fruits, up $9.2 million; minerals, up $8.4 million; and "others," up $5.2 million over 1964. Only cereal exports declined in value, and then by only $1.6 million.

Factors making for the reduced imports include declines in machinery imports for the Eregli Steel Mill and imports of PL 480 goods, the effect on importers of the high guarantee rates and advance deposit requirements introduced in July 1964, as well as the overall effect of the generally tightened trade regulations introduced at that time.

The U.S. remained Turkey's largest supplier of imports, providing $87.4 million out of $278.5 million for the first half, or 31.4% (compared with 29.1% in the same period of 1964). Imports from Common Market countries are



MODERN REFINERY and skilled worker exemplify the progress Turkey wants to continue making.

somewhat below last year's, as are those from members of EFTA.

The 15th Trade Program, covering trade for the second half of 1965, was announced July 5. The quota list allocates $68.2 million to industrialists and $34.5 million to importers, while $120 million worth of goods are to be imported under the liberalized list. Of the total of $222.7 million, 44% are for investment goods, 44% for raw materials, and 12% for consumer goods.

Most businessmen, especially foreign investors, appear to have decided to wait until the results of the October elections are clear before committing themselves to any further major investments.

Nevertheless, private investment appeared to be accelerating as the first half of 1965 ended. The Industrial Development Bank reported increases both in number and size of loan applications from the private sector. The size of the loan applications was almost double those for the second quarter of 1964.

The Eregli Steel Mill was formally dedicated on May 15, and the U.S. Government agreed to lend $40 million to Turkey as the American share of the foreign exchange cost of the Keban Dam. Work on Keban was proceeding, with the contract for the diversion tunnels let to a Turkish firm, and access roads and warehouses slated for completion by September.

Other public investment projects include the Batman-Iskenderun pipeline, and the new Turkish Petroleum Corporation (TPAO) petrochemical complex of Izmit.

There were numerous press reports of increases in the size and number of existing cement plants, especially the Elazig factory. Several factories did shift from the wet to the dry process, thus increasing production.

Activity has increased in both the manufacturing and the construction areas. First quarter steel production increased sizably over that of first quarter 1964, due primarily to output from the Eregli mill.

Other industrial commodities showing production increases were cement, superphosphate and textiles.

Pipes, most chemical products, and paper registered declines.

Production of electrical energy was up by 11% to 1,166.2 million kilowatt hours for the quarter.

Second quarter petroleum production amounted to 380,460 metric tons, an increase of 53,623 tons or 16.4% over the first quarter. Production for the first six months amounted to a creditable 707,297 tons, an increase of 74.6% over the first half of 1964. For the first time, private companies produced more crude petroleum than the state-owned TPAO.

Turkey continued the modest improvement in her foreign exchange position. Net gold and foreign exchange reserves at the end of June amounted to $66.5 million, up $16.1 million from December. The invisibles account was assisted by the January-August receipt of some $35 million from Turkish workers abroad, who now number about 175,000. It appears that as much as $50 million may actually be repatriated this year.

Trinidad to require prior license on tobacco imports

Leaf tobacco and various metals in unmanufactured form have been added to the list of goods subject to a specific import license in Trinidad & Tobago.

The list of metal products includes ingot and other primary forms of copper and brass, aluminum alloys, lead, zinc, solder (and solder fluxes), anti-friction metal, printing metal, and plates, elements, and cells for storage batteries.

FERTILIZERS, FEEDSTUFFS

Licensing arrangements sought for production of mineral or organic fertilizers and animal feedstuffs.

Write: Manufacture Electra S.A., 109 Rue Leon Theodor, Jette, Brussels, Belgium. WTD.

First half U.S. sales to Paraguay jumped 57% ahead of 1964 pace

Germany and Argentina trail U.S. as suppliers to Paraguay; prospects good for continuation of last few years' upswing

Paraguay's steady economic upswing of the past few years continued during the second quarter of 1965.

Exports during the quarter were about 7% below the same period of 1964, but the figures for the first half nevertheless showed a slight increase over 1964. Overall prospects for the year remain good, with the meat industry expected to take up whatever slack may appear in other export sectors.

Exports to the U.S. reached $6.9 million in the first half year; this was 28% of Paraguay's total exports of $24.6 million.

First half imports showed a substantial increase over 1964, rising from $15.4 million to $20.1 million. The increase resulted from a general across-the-board rise in most categories, with only machinery and equipment showing a dramatic jump. Imports from the United States (unadjusted for PL 480 wheat shipments) were valued at $5.38 million, an absolute increase of about 57% over 1964. The U.S. share of the Paraguayan market on an unadjusted basis was approximately 27% for the first half year, making the U.S. Paraguay's leading supplier of imports, with Germany second and Argentina third.

The outlook for agriculture brightened during the second quarter. Except for tobacco, prices were generally favorable. Cattle were in good condition, and steers delivered to meat-packing plants were unusually fat. The cotton harvest was estimated at 41-42,000 metric tons, which would exceed last year's production by 14%. The coffee harvest is expected to double last year's damaged crop of 30,000 bags. Prices paid to farmers were good, reaching around $40 per bag.

At top speed

The meat industry was working at maximum capacity throughout the quarter, and this year's export slaughter surpassed the 1964 figure by 22%. Total exports of meat products may run as high as $20 million this year, compared to $15 million in 1964.

The lumber industry also did well during the quarter. Exports of logs and sawn lumber were up 40% by weight over the first half of last year, and internal demand for lumber remained firm.

The textile industry was operating at maximum capacity, with rapidly increasing local demand consuming domestic cotton textiles as fast as they could be produced.

Sharp increase

Gross holdings of convertible foreign exchange increased sharply during the quarter by 167.1%. At the end of June they stood at $6.2 million, 250.6% above the level a year ago. The dramatic increase is not likely to be repeated, although the positive trend is expected to continue.

The increase in money supply and time deposits allowed the commercial banks to meet loan demands satisfactorily. Bank credit to the private sector increased 3% during the quarter, and by the end of the first six months was 22.1% higher than a year ago.

Credit to the public sector increased 1.8% during the quarter, and at the end of June was 9.9% higher than a year ago.

Unofficial estimates indicate that the cost of living increased approximately 1.5% during the quarter—rather low for the fall/winter season—and there are no indications of acceleration in the trend.

Israeli motor producer proposes joint venture

An Israeli electric motor manufacturer, producing open and totally enclosed motors from fractional to 125 hp. seeks a joint venture or similar arrangement with a U.S. firm experienced in the manufacture of these products.

The company, a division of Koor Industrial Enterprises, the largest industrial concern in Israel, is particularly interested in acquiring technical know-how that will enable it to improve its product, its product range and its manufacturing methods.

Write: Electric Motors & Appliances Industries, P.O. box 7, Ramle, Israel, Attn. Daniel Lehrer. WTD.

Small firms play big role

Firms on the "smaller" side are more active on the international scene than may be generally realized.

The most recent report in the Booz, Allen & Hamilton series on New Foreign Business Activity of U.S. Firms indicates that firms in its smallest classification (annual sales of less than $50 million) accounted for at least 38% of such activity in 1964. Other categories are for firms with annual sales of $50-99 million; $100-249 million; $250-499 million; $500-999 million; and over $1 billion.

The smaller firms undertook 199 new manufacturing ventures and 81 new non-manufacturing ventures. They expanded operations in 20 manufacturing and 2 non-manufacturing enterprises, and entered into 162 new licensing arrangements in 1964—more than all the other categories combined.

This vigorous record is no one-year affair either, as the smaller firms have accounted for 33.6% of total new overseas business ventures during the 1960's, and actually went over the 40% mark in 1962 and 1963.

The chemical, machinery, and transportation industries were the busiest abroad during 1964, accounting for more than 40% of all new activity.

The report also found that:

- Many firms that are primarily in one industry in the U.S. establish new operations in different industries when they go overseas.
- U.S. firms continue to concentrate their overseas activities in developed nations having substantial gross national products, but small rises in developing nations bear watching.
- U.S. firms wholly-own at least 59% of their operations, and have majority control of at least 13% more. In only 7% of the overseas operations studied in the report were U.S. firms in a minority position. The ownership status of the other 21% could not be determined.

For copies of the 26-page report, **write:** Booz, Allen & Hamilton International, Inc., 380 Madison Ave., New York, N.Y. 10017.

World Trade Opportunities Pages 24-35

Bidders must be certified eligible for NATO project

A NATO project (estimated cost $15,000) for the installation of various equipment at the R.A.F. Station at Machrihanish is open to international competitive bidding (ICB). Participating bidders must be certified eligible by their government.

The project consists of complete installation of the electrical supply and fire alarm and control cables for all buildings in the 'Explosive Area' and 'Custodial Party Accommodation.'

The contract will cover the supply and installation of all 'P.L.S.T.S.' (sic) and 'Polythene' insulated cables which will be laid in trenches and suitably protected by tiles; all cables will be connected to appropriate equipment in the buildings, together with the connecting up of 'M.P.B.W.' supplied equipment; one 300 KVA transformer and feeder pillar. It is anticipated that the site will be ready for work to begin April/May 1966.

U.S. firms, certified eligible to participate in NATO ICB, must register their interest in the project by Oct. 15. **Write:** G. W. Bramford, M.P.B.W. DW3/M1, Lacon House, Theobalds Rd., London, W.C. 1, England.

For a new pamphlet, "Doing Business With NATO," **write:** Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230. The pamphlet contains information on certification.

Honduras issues drug tender covering 175 preparations

The Hospital General y Asilo de Invalidos, Tegucigalpa, D.C., has issued tender No. 1-66 (in Spanish) covering 175 different pharmaceutical preparations.

Bid deadline is Oct. 20. Bids and correspondence should be in Spanish.

A wide variety of medicaments are listed, including biologicals: Tetanus antitoxin, gangrene antitoxin and polivalent snake bite serum; Sulfanilamides: sulfadiazine and sulfamethoxipyridazine, 30,000 to 500,000 tablets, and 1,000 ampoules; Anti-malarials: primaquine phosphate and hydroxchloroquine sulfate, 2,000 and 5,000 tablets, respectively; and Nitrofurazone ointment, 100 tubes, 454 grams each.

Antibiotics listed include chloramphenicol, penicillin G, erythromycin, tetracycline, and nystatin, in tablet, capsule and ampoule forms, in quantities from 1,000 to 15,000. Anti-parasiticides and similar preparation specified include chlorosalicylamide, piperazine, emetine chlorhydrate, and carbarsone, in tablets and ampoules; quantities vary from 250 to 50,000.

Other types of products to be purchased are broncodilators and anti-asthmatics, cardiovascular drugs, hypotensors, such as: Adrenalin, aminophyline, digitalis, nicotinic acid, papaverine chlorhydrate, and reserpine; 1,000 to 10,000 each, in tablets or ampoules. Vitamin preparations include vitamins A, B, B-12, C, K-1, thiamin, and B-complex; in quantities from 300 to 25,000.

In addition, the tender includes various hormone preparations. Insulin, adrenal cortex injections, cortico-steroids, estrogen, progesterone, testosterone, and androgens and anabolics; quantities from 200 to 40,000; as well as phenobarbital, hydantoin derivatives; chlorpromazine, meprobamate, antispasmodics, antipyretics and fungicides.

Medicaments in topical form wanted include: Ointments of polymyxin and bacitracin; neomycin and gramicidin; hydrocortisone; griseofulvin. Also wanted are anesthetics, antihistamines, and pediatric vitamins and antibiotics, as well as demerol and morphine sulfate preparations.

A copy of the tender, in Spanish only, may be obtained on a loan basis by firms domiciled in the U.S. from the Chemicals & Allied Products Division, BDSA-6260, Rm. 4421, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3394.

Ecuador seeks supply bids for distribution network

The Instituto Ecuatoricano de Electrificacion is requesting bids for the supply of materials to be used in the installation of a 13.8 distribution network for the City of Esmeraldas. Materials include copper conductors, transformers, porcelain insulators, steel cable, protection and control equipment and mercury vapor and incandescent street lighting equipment.

Bids must be received by the Instituto Ecuatoriano de Electrificacion, Avenida 10 de Agosto 817 (Casilla 2986), Quito, Ecuador no later than Oct. 25. Correspondence is preferred in Spanish.

The project will be financed by the Export-Import Bank of Washington.

A copy of the tender notice and specifications is available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4241.

Peru Trade Mission lead

A company is being formed to supply sterile milk, cheese, butter, and ice cream to central Peru. Initially, a plant capacity of 29,000 liters daily is planned, with an increase to 40,000 liters daily within two years.

A complete plant, including supporting facilities such as electric power station, refrigeration and freezing equipment, manufacturing equipment, transportation equipment for in-plant and delivery use are required.

Interested suppliers are requested to write to Roger W. Vidal R., Luis Villaran 895 San Isidro, Lima (WTD in preparation), with reference to TM-73.

Ethiopian tender lists 141 drug items, 25 chemicals

The Central Medical Stores Corp., Buying Committee, P.O. Box 976, Addis Ababa, has issued tender No. 19 covering 141 items of pharmaceuticals mostly in dosage forms and 25 medicinal chemicals.

Bid deadline is Oct. 15.

Some of the preparations listed are: Solutions for I.V. injection, 60 products including adrenoxyl; bromistidina; emetine hydrochloride; epinephrine; insulin protamin zinc; megacillin; methilicillin; phenylbutazone; amidopyrine; progesterone; and vitamins B-6, C, D-3, and K. Quantities of parenterals vary from 1,000 to 200,000 vials.

Medicinals in tablet and capsule form to be purchased comprise 53 products, such as: Acetylsalicylic acid, 5 million tablets; amidopyrine, 300,000; bismuth subnitrate, 250,000; demethylchlortetracycline, 10,000 150 mg. tablets; digoxin, 50,000; iodchlorhydroxyquinoline, 250 mg., 1.2 million; male fern, 2 million; primaquine 15 mg., 60,000; quinidine sulfate 200 mg., 200,000; reserpine, 200,000; tolbutamide, 50,000; and Vitamin C, 500 mg., 500,000.

The tender also covers 28 pharmaceuticals in ointment, syrup or suppository forms: Antibiotics such as demethylchortetracycline drops and syrup; penicillin eye ointment; nasal ointment with antibiotic and tetracycline syrup. Also included are nikethamide, nupercainal ointment, and vitamins A and D.

Medicinal chemicals listed include boric acid, citric acid, calcium hypochlorite, procaine hydrochloride, sulphanilamide, and zylene, in quantities of 10 to 1,000 kilograms.

Copies of the tender may be obtained on a loan basis only by firms domiciled in the U.S. from the Chemicals & Allied Products Division, BDSA-6260, Rm. 4421, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3394.

U.N. needs food supplies for emergency force in UAR

The United Nations, New York City, has issued invitation No. 5-21045 A, for the supply of such foods as meat, poultry, fish, canned fruits and vegetables, and jam for the United Nations emergency force, Gaza, United Arab Republic.

Bid deadline is Oct. 19.

A copy of the invitation is available to firms located in the U.S. from Mr. A. E. Hegewisch, the United Nations, Purchase & Transportation Division, Rm. 2149-D, New York, New York. Telephone: 212-PL 4-1234, ext. 668.

Variety of electron tubes listed in Australian tender

The Controller, Stores & Contracts, Postmaster-General's Dept., 3rd Floor, 380 Russell St., Melbourne, C.1, Australia, has issued tender No. C-9970 for 54 different types of electron tubes in various quantities.

Bid deadline is Nov. 9.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4119, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2328.

Iraq announces tenders for construction of 2 water supply schemes

The Directorate General of Planning & Design, Ministry of Municipal & Rural Affairs, Baghdad, invites bids on the construction of the following water supply schemes:

Al-Ahrar, Kut Liwa. Tender Notice No. 47. Terms and specifications may be obtained from the Directorate General on payment of $56 per copy plus airmail charges. Bid deadline is Nov. 16.

Al-Khaldiya, Ramadi Liwa. Tender Notice No. 51. Terms and specifications may be obtained from the Directorate General on payment of $42 a copy plus airmail charges. The bid deadline is Dec. 7.

One set of documents for each tender is available for review by firms located in the U.S. at the office of the Water Industries & Engineering Services Division, Rm. 4111, Department of Commerce, Washington, D.C. 20230.

Senegal seeks construction bids for Port of Dakar job

The Republic of Senegal is seeking bids from specialized maritime construction companies for the independent Port of Dakar construction work.

The project includes repiling of a quay, 200 meters (approximately 219 yards) of dock extension in approximately 28 feet of water and development of two hectares inside the port.

Bid deadline is Nov. 8.

Companies with an office in Dakar either can review the documents at the Port offices or purchase them for 15,000 francs CFA (U.S. $61.22). Documents are also available by airmail for the same price plus postage charges (total $73.45). **Write:** M. l'Ingenieur Principal, Chef de l'Arrondissement des Travaux du Port, Dakar, Senegal, attaching either a check made out to l'Agent Comptable du Port Autonome de Dakar or a post office check made out to the same person adding "compte cheque postal: 10146 Dakar".

Bids requested by Ceylon for transmission and distribution facilities

The Department of Government Electrical Undertakings is requesting bids for the construction of transmission and distribution facilities for Stage I of the Maskeliza Oya Project.

The project is to be in three parts: Part I—132 kw double circuit transmission lines, Part II—switching stations, receiving stations and sub-stations, Part III—500 miles of 33 kw transmission lines.

Specifications are available from the Ceylon Embassy, 2148 Wyoming Ave. NW., Washington, D.C. Tender documents will be issued up to Nov. 15.

Bid deadline is Dec. 14. Tenders will be considered only from those who offer credit terms for advancing the foreign currency required for this work.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

191 Guns, related equipment

FINLAND—Military armament for army or police use. Interested in full range of weapons, equipment, related products. Requests full details, prices, terms. Direct purchase or agency. Toiminimi Vesta, Ludwig Wilenius (importer, wholesaler, agent), Dobelninkatu 4B 40, Helsinki. WTD 9/7/65.

195 Small arms

FINLAND—Police and military small arms, other weapons, related equipment, supplies, instruments. Requests full details, prices, terms. Direct purchase or agency. Toiminimi Vesta, Ludwig Wilenius (importer, wholesaler, agent), Dobelninkatu 4B 40, Helsinki. WTD 9/7/65.

GERMANY—Hunting and sports rifles, shotguns, other firearms, new and secondhand. Hege Jagd & Sportwaffen GmbH & Co. (importer, exporter, wholesaler, manufacturer), 717 Schwaebisch Hall/Wuertt., Stadtheide. WTD 8/24/65.

196 Small arms ammunition

GERMANY—Ammunition for hunting and sports rifles, shotguns, other firearms. Hege Jagd & Sportwaffen GmbH & Co. (importer, exporter, wholesaler, manufacturer), 717 Schwaebisch Hall/Wuertt., Stadtheide. WTD 8/24/65.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 505 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-3820.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 9028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 7-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2835.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-2300.

201 Meat products

FINLAND—Canned meat products, preparations; requests descriptive literature, price lists, terms. Oy Provag Ab (importer, ship chandler), Etelarantatie 10A, Helsinki. WTD 2/15/65.

GERMANY—Casings, natural and artificial. Direct purchase and agency. Gewuerzwerk Hermann Laue (spice mill; importer, wholesaler), 2000 Hamburg 6, Schanzenstrasse 58/60. WTD 7/14/65.

TRINIDAD, W.I.—Sausages, cured meats, smoked meats, canned meats, frozen meats, other prepared meats, meat specialties. Grell & Co., Ltd. (importer, wholesaler, retailer, sales agent), 60 St. Vincent St., Port of Spain. WTD 8/26/65.

202 Dairy products

TRINIDAD, W.I.—Creamery butter, natural and processed cheese, condensed and evaporated milk, frozen desserts, cheese foods, cheese spreads, malted milk. Grell & Co., Ltd. (importer, wholesaler, retailer, sales agent), 60 St. Vincent St., Port of Spain. WTD 8/26/65.

203 Canning, preserving foods

AUSTRALIA—Specialty foodstuffs, fancy goods. Direct purchase and agency. James Richardson, Pty., Ltd. (importer, wholesaler), 35-45 Lithgow St., Abbotsford, Melbourne, Victoria. WTD 8/20/65.

FINLAND—Canned fruits, vegetables, sea foods, specialty foods, juices, jams, related items; requests descriptive literature, price lists, terms. Oy Provag Ab (importer, ship chandler), Etelarantatie 10A, Helsinki. WTD 2/15/65.

HONG KONG—Shelled California almonds, 100-lb. bags or 25-lb. cartons; yellow split peas, 100-lb. bags. I. S. Bros. Co. (importer, exporter, agent, retailer), P.O. Box 14808, Hong Kong. Cables: ATTARS. WTD 8/16/65.

JAPAN—Various fruit-flavored powdered juices. Requests replies with literature, samples. Seiwa Trading Co., Ltd. (importer, exporter), 6, 1-chome, Sakomae-cho, Nakamuraku, Nagoya. WTD 11/27/64.

★★ TAIWAN—Trade Mission

Canned cherries and peaches. Jin Tai Heng Trading Co., Ltd. (importer, exporter), 172 Chungking North Rd., Section 2, Taipei. WTD 9/10/65. TM 33.

TRINIDAD, W.I.—Canned fish, shrimps, oysters, clams, crabs; smoked, salted, dried fish; baby foods; health foods; soups; canned fruits, vegetables; fruit, vegetable juices; catsup, similar tomato sauces; preserves, jams, jellies; dried, dehydrated fruits, vegetables; pickled fruits, vegetables; salad dressings, relishes, reasonings; raw and cooked frozen packaged fish and other sea food; frozen fruits, fruit juices, vegetables and specialties. Grell & Co., Ltd. (importer, wholesaler, retailer, sales agent), 60 St. Vincent St., Port of Spain. WTD 8/26/65.

204 Grain mill products

SAUDI ARABIA—Rice, long grain; wheat, wheat flour, all types; commission agent seeks specifications and offers from U.S. firms. Yasinco, P.O. box 271, Jidda. WTD 9/8/65.

205 Bakery products

BELGIUM—Biscuits, cookies, all kinds. Agency and/or direct purchase for Belgium, Germany, Netherlands, France. Probisco (commission agent), 6 Rue Docteur Huet, Brussels. WTD in preparation.

TRINIDAD, W.I.—Biscuits, crackers, pretzels, similar "dry" bakery products. Grell & Co., Ltd., (importers, wholesalers, retailers, sales agents), 60 St. Vincent St., Port of Spain. WTD 8/26/65.

206 Sugar

SAUDI ARABIA—Refined sugar, packed in double bags of 50 or 100 kg. Commission agent seeks offers cif Jidda. Yasinco, P.O. box 271, Jidda. WTD 9/8/65.

207 Confectionery products

BELGIUM—Confectionery, sweets, chocolates. Agency and/or direct purchase for Belgium, Germany, Netherlands, France. Probisco (commission agent), 6 Rue Docteur Huet, Brussels. WTD in preparation.

FINLAND—Candied fruits in tins, salted nuts, candies, other confections, related items; requests descriptive literature, price lists, terms. Oy Provag Ab (importer, ship chandler), Etelarantatie 10A, Helsinki. WTD 2/15/65.

TRINIDAD, W.I.—Hard candy, chocolate candy, salted nuts, other confections, related products. Grell & Co., Ltd. (importers, wholesalers, retailers, sales agents), 60 St. Vincent St., Port of Spain. WTD 8/26/65.

209 Food preparations

GERMANY—Spices, seasonings, curries and corresponding herbs. Direct purchase and agency. Gewuerzwerk Hermann Laue (spice mill; importer, wholesaler), 2000 Hamburg 6, Schanzenstrasse 58/60. WTD 7/14/65.

220 Textile mill products

DENMARK—Piece goods of all kinds for clothing, children's apparel, hats, caps, millinery, narrow fabrics, handkerchiefs. A. V. Larsen & Co. (sales agent), Norre Voldgade 12, Copenhagen K. WTD 9/9/65.

SWEDEN—All kinds of textiles for home furnishings; agency and direct purchase. AB Knut G.R. Johansson (wholesaler), Hemmingsgatan 4, Falkoping. WTD 9/8/65.

225 Knitting mills

NETHERLANDS ANTILLES—Girls', children's, infants' cotton wear. Tienda Oduber (J.H. Oduber) (importer, retailer), Nassaustraat 83, Oranjestad, Aruba. WTD 8/13/65.

236 Girls', children's, infants' outerwear

NETHERLANDS ANTILLES—Dresses, blouses, shirts for children, infants. Tienda Oduber (J.H. Oduber) (importer, retailer), Nassaustraat 83, Oranjestad, Aruba. WTD 8/13/65.

239 Fabricated textile products

AUSTRALIA—Coats for dogs. Direct purchase and agency. Pampered Pooches (importer), P.O. box 18, Lindfield, N.S.W. WTD 9/9/65.

243 Millwork, veneer, plywood, prefabricated structural wood products

BRAZIL—Chip-board panels for prefabricated construction; representative and distributor requests catalogs, quotations Rio de Janeiro. Direct purchase and agency. Bauer-Arquitetura Industria e Comercio Ltda. (manufacturers' representative, importing distributor), Caixa Postal 1791 ZC-00, Rio de Janeiro, Estado da Guanabara. WTD 4/2/65.

IRAQ—Lumber and plywood for building trade. Direct purchase and agency. Hassani Al-Kadhum (importer, wholesaler, agent), Dafterdar Bldg., 6th Fl., Samawal St., Baghdad. WTD 9/7/65.

272 Periodicals

NETHERLANDS—All kinds of magazines, periodicals for sale in Netherlands, other European countries. Direct purchase and exclusive agency. Grafisch Bureau Dynamic N.V. (sales agent), 11 Het Steenbeek, Maarn, (U). WTD 9/13/65.

273 Books, publishing

AUSTRALIA—Books about the care, training, breeding of dogs, cats. Direct purchase and agency. Pampered Pooches, (N.S.W.) (importer), P.O. box 18, Lindfield, N.S.W. WTD 9/9/65.

281 Industrial chemicals

● **BURMA**—Wood preservative, Solignum or similar, 50 gal., tender No. 114/CS/64-65/GOVT., bid deadline Oct. 15. Division Mgr., Construction Stores Division, People's Stores Corp., Rangoon.★ (Telephone: 202-WO 7-3910).

● **CEYLON**—Aluminum sulfate, kibbled form, 17/18% Al_2O_3, 150 lt., packed in single new jute bags for the Royal Ceylon Navy. Bid deadline Oct. 13. Tender forms obtainable from the Captain of the Navy, Royal Ceylon Navy, Headquarters, P.O. box 593, Colombo. Specimen copy of tender notice available. Tenders to the Chairman, Tender Board, Ministry of Defense & External Affairs, Senate Bldg., Colombo.★ (Telephone: 202-WO 7-3468).

Sulfuric, formic, muriatic acids; soda ash. Samuel Sons & Co., Ltd. (importer), P.O. box 46, Colombo. WTD 2/6/64.

GERMANY—Monosodium glutamate. Direct purchase and agency. Gewuerzwerk Hermann Laue (spice mill; importer, wholesaler), 2000 Hamburg 6, Schanzenstrasse 58/60. WTD 7/14/65.

Rare earths and metals. Contcommerz Handelsgesellschaft mbH (importer, exporter, wholesaler, manufacturer, sales agent), 6 Frankfurt am Main, 50 Guiollettstrasse. WTD 9/10/65.

● **IRAQ**—Pour point depressant, 12,000 U.S. gallons, conforming to specifications and packaged in steel containers of 50 U.S. gallons. Tender No. 23/65, bid deadline Oct. 12. Government Oil Refineries Administration, Baghdad.★ (Telephone: 202-WO 7-2067).

★★ **TAIWAN—Trade Mission**

Chemicals used in textile manufacture, paper making, leather industry. Hsenme Trading Co. (importer), 107, Section 2, Kwei Yang St., Taipei. WTD 9/10/65. TM 188.

Raw materials for manufacture of shoe polish. Chi Tone Co. Ltd. (importer, exporter, distributor), 8 Hankow St., Section 1, Taipei. WTD 9/10/65. TM 131.

VENEZUELA—Industrial chemicals for textile, pharmaceutical industries. Direct purchase and agency for Venezuela. Representaciones y Equipos Marte, S.A. (sales agency), Aptdo. 349, Caracas. WTD 9/3/65.

282 Synthetic materials

★★ **TAIWAN—Trade Mission**

Acryle polyester resins. Chi Tone Co. Ltd. (importer, exporter, distributor), 8 Hankow St., Section 1, Taipei. WTD 9/10/65. TM 131A.

283 Drugs

AUSTRALIA—Raw materials, industrial supplies for pharmaceutical manufacturing industry. Direct purchase and agency. H. J. Langdon & Co. Pty., Ltd. (importer, wholesaler), 351-5 King St., Melbourne, Victoria. WTD 8/20/65.

★★ **TAIWAN—Trade Mission**

Pharmaceutical products. Direct purchase and agency. Eurman International Corp. (importer, agent), 32 Po Ai Rd., Taipei. WTD 9/10/65. TM 42.

Pharmaceutical products. Kelly Trading Co., Ltd. (importer), 108, Section I, Nan-King Rd. East, Taipei. WTD 9/10/65. TM 134.

TRINIDAD, W.I.—Biological products, medicinal chemicals, botanical products, pharmaceutical preparations. Direct purchase and agency. Grell & Co., Ltd. (importer, wholesaler, retailer, sales agent), 60 St. Vincent St., Port of Spain. WTD 8/26/65.

● **TUNISIA**—Polio vaccine, Sabin type, quantities: 720 billion doses Type I; 240 billion doses, Type II; 420 billion doses, Type III. Tender No. 4 (1966), bid deadline Oct. 15. Tender in French; all bids and correspondence should be in French. Pharmacie Centrale de Tunisie, 51 Avenue Charles Nicolle, El Menzah, Tunis.★ (Telephone: 202-WO 7-3394).

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

AUSTRALIA—Grooming preparations for dogs. Direct purchase and agency. Pampered Pooches (N.S.W.) (importer), P.O. box 18, Lindfield, N.S.W. WTD 9/9/65.

285 Paints, varnishes, lacquers, enamels, allied products

CEYLON—Paints, wood preservatives. Samuel Sons & Co., Ltd. (importer), P.O. box 46, Colombo. WTD 2/6/64.

★★ **TAIWAN—Trade Mission**

Metal plating and coloring materials for manufacture of jewelry. Chen Cheng Trading Co. (importer, exporter), 142 Min Chu Rd., Tainan. WTD 9/3/65. TM 122.

286 Gum, wood chemicals

CEYLON—Acetic acid. Samuel Sons & Co., Ltd. (importer), P.O. box 46, Colombo. WTD 2/6/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

287 Agricultural chemicals

★★ **TAIWAN—Trade Mission**

Raw materials for manufacture of agricultural chemicals. Chi Tone Co., Ltd. (importer, exporter, distributor), 8 Hankow St., Section 1, Taipei. WTD 9/10/65. TM 131.

Wide variety of agricultural pesticides. Formosa Chemical Supply Co., Ltd. (importer), 31 Section 1, Chung King, South Rd., Taipei. WTD 9/2/65. TM 105.

Pesticides, insecticides, other agricultural chemicals; direct purchase and agency. Hui Kwang Trading Co., Ltd. (importer, exporter), 140 Tong Men Rd., Tainan. WTD 9/10/65. TM 39.

289 Chemical products

AUSTRALIA—Laundry, dry cleaning supplies. Direct purchase and agency. Noel Steele, Pty., Ltd. (importer, manufacturer, wholesaler), 13 Tudor St., Burwood, Victoria. WTD 8/6/65.

● **BURMA**—Boiler compounds 1 gal. tins: compound No. 1, 10 gal.; compound No. 3, 10 gal.; paint boiler compound internal, 300 gal.; paint boiler compound external, 150 gal. Tender No. 117/CS/64-65/Govt., bid deadline Oct. 15. Division Mgr., Construction Stores Division, Peoples' Stores Corp., Rangoon.★ (Telephone: 202-WO 7-2008).

CEYLON—Chloride of lime. Samuel Sons & Co., Ltd. (importer), P.O. box 46, Colombo. WTD 2/6/64.

291 Petroleum refining

★★ **TAIWAN—Trade Mission**

All kinds of lubricating oils. Chi Tone Co., Ltd. (importer, exporter, distributor), 8 Hankow St., Section 1, Taipei. WTD 9/10/65. TM 131B.

Lubrication oils, brake fluids, oil additive and grease. Direct purchase and agency. Sino-Italian Enterprises Co. (importer, exporter), 4th floor, 118 Section 1, Chungshan N. Rd., Taipei. WTD 9/10/65. TM 71.

301 Tires, tubes

● **ARGENTINA**—Tires and inner tubes for Grumman Albatross Aircraft. Tender No. M-123, bid deadline Oct. 20. Conditions available at Argentine Aeronautical Military Mission, 12 West 56th St., P.O. box 208, New York, N.Y. 10019.

306 Fabricated rubber products

IRAQ—Rubber tile; rubber cement. Direct purchase and agency. Hassani Al-Kadhum (importer, wholesaler, agent), Dafterdar Bldg., 6th Fl., Samawal St., Baghdad. WTD 9/7/65.

307 Plastic products

BRAZIL—Plastic panels for prefabricated construction; representative and distributor requests catalogs, quotations Rio de Janeiro. Direct purchase and agency. Bauer-Arquitetura Industria e Comercio Ltda. (manufacturers' representative, importing distributor), Caixa Postal 1791 ZC-00, Rio de Janeiro, Estado da Guanabara. WTD 4/2/65.

314 Footwear

NETHERLANDS ANTILLES—Dress shoes: babies' sizes 0-4, infants' sizes 4½-8, children's sizes. Tienda Oduber (J.H. Oduber) (importer, retailer), Nassaustraat 83, Oranjestad, Aruba. WTD 8/13/65.

319 Leather goods

AUSTRALIA—Jeweled collars and leads for dogs, cats; show leads for dogs. Direct purchase and agency. Pampered Pooches (NSW) (importer), P.O. Box 18, Lindfield, N.S.W. WTD 9/9/65.

326 Pottery, related products

TRINIDAD, W.I.—Vitreous china plumbing fixtures; china and earthenware fittings, bathroom accessories; vitreous china table and kitchen articles; fine earthenware table and kitchen articles. Direct purchase and agency. Grell & Co., Ltd. (importer, wholesaler, retailer, sales agent), 60 St. Vincent St., Port of Spain. WTD 8/26/65.

327 Concrete, gypsum, plaster products

IRAQ—Building materials including floor, wall, table top materials for bathrooms and kitchens, thermo glass for windows, facade units of wood or aluminum, novelties in building materials. Direct purchase and agency. Hassani Al-Kadhum (importer, wholesaler, agent), Dafterdar Bldg., 6th Fl., Samawal St., Baghdad. WTD 9/7/65.

329 Abrasive, asbestos, nonmetallic mineral products

IRAQ—Acoustical tile. Direct purchase and agency. Hassani Al-Kadhum (importer, wholesaler, agent), Dafterdar Bldg., 6th Fl., Samawal St., Baghdad. WTD 9/7/65.

331 Steel mill products

● **BURMA**—Galvanized sheets: 124,500 pcs., corrugated, 26 to 32 ga., 5750 pcs. plain, 22 to 26 ga. Tender No. 119/CS/64-65/GOVT, bid deadline Oct. 30. Division Manager, Construction Stores No. (1) Division, People's Stores Corp., Rangoon.★ (Telephone: 202-WO 7-2363).

● **IRAQ**—Seamless pipe and flanges: 5,000 ft. of 6" pipe and 20 flanges. Tender No. 24/65, bid deadline Oct. 23. Terms and specifications available for $2.80 per copy from Government Oil Refineries Administration, Ministry of Oil, Baghdad.

ISRAEL—Steel sheets, angles, shapes. Sole agency and distributorship. Aveeram Ltd. (construction and assembly, air conditioning, refrigeration, elevators, etc.), P.O. Box 13024, Tel Aviv. WTD 4/28/64.

★★ **TAIWAN—Trade Mission**

Hardware metals, steel plates. All Good Industry Co. (importer, exporter), 7 Wan Chuan St., Taipei. WTD 9/7/65. TM 152.

● **THAILAND**—Tin plate: 79,968 sheets (714 cases) hot dipped coke tin plate, 1.25 lb. tin coated per base box; primes only, both sides tin coated, size 20″ x 28″. Tender for Supply of Tin Plate, bid deadline Oct. 5. Full particulars and tender forms available from the Thailand Tobacco Monopoly, Procurement & Stores Section, 184 Rama IV Rd., Bangkok.

TRINIDAD, W.I.—Steel, iron nails, spikes, rods, bars, wire, steel pipes, tubes. Direct purchase and agency. Grell & Co., Ltd. (importer, wholesaler, retailer, sales agent), 60 St. Vincent St., Port of Spain. WTD 8/26/65.

342 Cutlery, hand tools, general hardware

BELGIUM—Hand tools, accessories for garages, filling stations, hardware shops. Direct purchase and/or agency for Belgium and Luxembourg. Ferunion S.A. (importer, wholesaler, agent), 19-23 Rue de l'Escaut, Brussels 2. WTD in preparation.

● **BURMA**—Various types and quantities of hand tools, including anvils, sledge hammers, saws, vices. Tender No. 1/MCY/G.2(64-65), bid deadline Oct. 31. Divisional Manager, Machinery, Equipment, Tools & Spares Division, People's Stores Corp., Rangoon.★ (Telephone: 202-WO 7-5589).

● **IRAQ**—Supply of tools for telephone line construction, including varying quantities of marking poles, jointing tools, drinking water tank (10-gal. capacity), double open ended spanners, ladders, pliers, ratchets and tongs, binoculars. Tender No. 65/6, bid deadline Oct. 16. Posts, Telegraphs, and Telephones Administration, Ministry of Communications, Baghdad.★ (Telephone: 202-WO 7-5589).

SWEDEN—Battery-operated slicing knives for household purposes. Direct purchase and agency. Elektro-Standard AB (importer, exporter, manufacturer, sales agent), Stadsgarden 14-16, Stockholm. WTD 9/7/65.

TRINIDAD, W.I.—Hand and edge tools, hand saws, saw blades, general hardware. Direct purchase and agency. Grell & Co., Ltd. (importer, wholesaler, retailer, sales agent), 60 St. Vincent St., Port of Spain. WTD 8/26/65.

VENEZUELA—Hand tools for automotive repair, maintenance, complete sets and kits. Exclusive distribution for Venezuela. Requests replies in Spanish. Rodriguez, Delgado y Fernandez—"GRADECO" (importer), Calle Paez 25-1, Chacao, Caracas. WTD 8/17/65.

344 Fabricated structural steel products

● **BURMA**—Two separate bids: Steel bridging for construction of three flumes and foundation pipe piles. Bridging flumes, type "ARMCO" No. 196, 122.22″ dia. Besides water load, girders also will support service deck of 7″ reinforced concrete to take 10-ton total load on each span, tender No. 113/CS/64-65/GOVT., deadline Oct. 15; foundation pipe piles for pier foundations, spiral butt seam construction, uniform diameter, smooth interior and exterior. Outer dia. 10¾″, wall thickness 0.172″, total 228 pipes of 30 ft. lengths and total 644 pipes of 25 ft. lengths. Two low head single sluice gates 6′ x 12′ complete, and two low head single sluice gates 8′ x 12′, tender No. 116/CS/64-65/GOVT., deadline Oct. 15. Division Mgr., Construction Stores Division, People's Stores Corp., Rangoon.★ (Telephone: 202-967-3601).

● **COLOMBIA**—Six steel towers: design, construction and supply for Tibu-Ocana transmission line at 115 kv, to be payable with funds provided by the Inter-American Development Bank. Bid deadline Oct. 14. Specifications and contract documents available for 300 pesos per set, not refundable (about $16.50 at current free market rate of exchange) from Instituto de Aprovechamiento de Aguas y Fomento Electrico, Carrera 13, No. 27-00, Tercer Piso, Bogota. One copy of documents for review only, not for loan, in the Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C.

● **IRAQ**—Supply 61 mild steel oil storage tanks, 20 units 5,000 gal., 24 units 10,000 gal., 6 units 30,000 gal., 4 units 60,000 gal, 6 units 100,000 gal., one unit 1,225,000 gal. Tender No. TAWZEE/37/65, bid deadline Dec. 12. Republic of Iraq, Ministry of Oil, Administration of Distribution of Oil Products, P.O. box 302, Baghdad.★ (Telephone: 202-WO 7-4241).

345 Screw machine products

● **BURMA**—Supply of various quantities of solid forged bronze screwed spindles, complete with washers; replacement wirecloth and binding straps. Tender No. 115/CS/64-65/GOVT., bid deadline Oct. 15. Divisional Manager, Construction Stores No. 1 Division, People's Stores Corp., St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● **IRAN**—Supply of 200,000 pc. bolts and nuts for heavy type steel clips. Tender No. 44/960, bid deadline Nov. 14. Iranian State Railways, Maydane Rah-Ahan, Tehran.★ (Telephone: 202-WO 7-5589).

SWEDEN—Fasteners made of steel, spring steel and plastic. Interested in fasteners capable of simplifying assembly work and improving methods during assembly of products. These should be sophisticated parts which could replace conventional labor costly parts. AB Industrifjadrar (importer, exporter, manufacturer, sales agent), Monsteras. WTD 8/23/65.

TRINIDAD, W.I.—Bolts, nuts, screws, rivets, washers, formed and threaded wire goods, special industrial fasteners. Direct purchase and agency. Grell & Co., Ltd. (importer, wholesaler, retailer, sales agent), 60 St. Vincent St., Port of Spain. WTD 8/26/65.

346 Metal stampings

VENEZUELA—Kitchen, household porcelain enameled products in general. Direct purchase and agency for Venezuela. Representaciones y Equipos Marte, S.A. (sales agency), Aptdo. 349, Caracas. WTD 9/3/65.

349 Fabricated metal products

INDIA—Supply of valves of various specifications for 120 MW turbines. Quotations giving current prices and delivery periods requested. List covers 7 valve groups, 289 items. Specifications available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Chief Engineer, Steam Turbines Engineering Dept., Heavy Electricals (India) Ltd., Post Box No. 46, Bhopal, Madhya Pradesh.

353 Construction, mining, materials handling machinery, equipment

● **AUSTRALIA**—One electrically operated crawler mounted mobile slewing conveyor unit, conveying capacity 5,200 cu. yd. (loose) per hour when operating with brown coal, and 4,200 cu. yd. per hour (loose) when operating overburden. Tender No. 65/66/8, bid deadline Nov. 22. State Electricity Commission of Victoria, 22-32 William St., Melbourne, Victoria.★ (Telephone: 202-WO 7-5589).

GERMANY—Machines for stacking tubes in square bundles. Requests replies in German with quotations cif German or Dutch ports. Direct purchase and agency. Kurt Maritzen (manufacturers' agent), Bussardweg, 5828 Ennepetal-Voerde. WTD 8/11/65.

● **INDIA**—4 crawler tractors, 380-430 hp., equipped with push plate, angle dozer, single drum cable control unit, hydraulic controlled ripper; submit recommended spare parts list. Tender No. 222/81/151/19.8.65/I, bid deadline Oct. 27. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Documents available for $1.05 each, payable in advance, from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008, (ref: D/ENQ/1863).

ISRAEL—Hoists, cranes, fork-lifts, similar equipment. Sole agency and distributorship. Aveeram Ltd. (construction and assembly, air conditioning, refrigeration, elevators, etc.), P.O. Box 13024, Tel Aviv. WTD 4/28/64.

● **NEW ZEALAND**—Nine rear dump wagons, off-highway conventional 4 x 2 with rear axle drive, 60,000 lb. payload, 20 yards capacity, diesel engine or alternative model if available, torque converter-power shift transmission, hydraulic reloader or equivalent, power steering, standard general purpose body plus all standard equipment including full lighting equipment, cab heater and demister. Tender No. SMQ-6153, bid deadline Oct. 21. Stores Manager, Ministry of Works, P.O. Box 8024, Wellington. Documents available from New Zealand Senior Trade Commissioner in the U.S.A., 1145 19th St. NW., Washington, D.C. 20036.

SOUTH AFRICA—Railway wagon marshaling, tippling and traversing equipment. Project being planned will involve handling about 120 railway trucks, 80 tons gross weight per 8 hr. day, to be marshaled over distance of up to 3,600 ft., tippled to empty contents into an underground hopper and then traversed horizontally over 25 ft. As many of the operations as possible to be fully automated or remote controlled. Moreland Technical & Engineering Consultants Ltd., P.O. Box 2009, Durban, Natal. WTD 9/15/65.

● **TAIWAN**—2 portable asphalt mixing plants, hot mix capacity 7 TPH, cold mix capacity 12 TPH. minimum batch 7 cu. ft., twin pugmills, 18 hp. air-cooled gasoline engine, undercarriage single axle two wheel trailer. Tender No. GF3B-22623, bid deadline Oct. 19. Purchasing Dept., Central Trust of China, 49 Wuchang St., Sec. 1, Taipei.★ (Telephone: 202-WO 7-5566).

● **TURKEY**—12 diesel engine fork lift trucks, 4,000-6,500 lb. capacity. Tender No. 965/3041, bid deadline Oct. 19. Materials Purchasing Dept., Turkish Maritime Bank, Istanbul.★ (Telephone: 202-WO 7-5589).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

354 Metalworking machinery

BELGIUM—All kinds of small portable power driven hand tools. Direct purchase and/or agency for Belgium. Ferunion S.A., (importer, wholesaler, agent), 19-23 Rue de l'Escaut, Brussels 2. WTD in preparation.

ECUADOR—Battery chargers for service station, automotive repair service. Requests

catalogs with offers. Direct purchase and agency. Electro Diesel S.A. (importer), Casilla Postal 1310, Quito. WTD 3/23/65.

VENEZUELA—Machinery for metalworking shops, mainly machine tools, metal forming machines. Direct purchase and agency for Venezuela. Representaciones y Equipos Marte, S.A. (sales agency), Aptdo. 349, Caracas. WTD 9/3/65.

Power driven hand drills, 110 v., 50-60 cycles, up to ½". Exclusive distribution for Venezuela. Requests replies in Spanish. Rodriguez, Delgado y Fernandez—"GRADECO," (importer), Calle Paez 25-1, Chacao, Caracas. WTD 8/17/65.

355 Special industry machinery

AUSTRALIA—Metal embossing machinery and metal embossing rolls, principally sheet metal and especially aluminum. Laminating equipment for foil and paper, foil and board, and polythene to cellophane; lamination of both adhesive and wax types. Direct purchase and agency. K.H. Freeman Pty. Ltd. (importer, exporter, retailer, manufacturer), P.O. box 87, St. Marys, N.S.W. WTD 9/15/65.

CANADA—Machinery for manufacturing hard fibrous panels by dry process, using hardwood trees. Rosario Morin, Ltd. (manufacturer), 2083 Roussel St., Chicoutimi-nord, P.Q. WTD 9/10/65.

ETHIOPIA—Plastic laminating machines, to be used for protective coating of ID cards; related materials. Patel (Ethiopia), Ltd. (importer, exporter, wholesaler, agent), P.O. box 426, Addis Ababa. WTD 8/24/65.

GERMANY—Machines constructed specially for processing tin. Requests replies in German. Schwunck & Buss (manufacturer), 348 Vogelsanger Strasse, Koeln-Bickendorf. WTD 8/20/65.

GUATEMALA—New or rebuilt machinery for manufacture of automotive pistons (machined) at daily rate of 50 to 100 units, including lathes and finishing ovens. Requests replies in Spanish. Wolff Hermanos Cia Ltda. (importer, distributor, manufacturer), 18 Calle 10-26, Zona 1, Guatemala City. WTD 9/10/65.

KENYA—Machinery for manufacture of prophylactics and allied rubber products. Equipment Ltd. (manufacturer, wholesaler, importer), P.O. box 30110, Nairobi. WTD 4/28/65.

NEPAL—Sugar-plant machinery: complete plant with capacity to crush 300-350 mt. of sugar cane per 24-hr. day, with provision to double capacity in future. Catalogs and quotations cif Calcutta requested. Ram Bahadur Thapa, Resident Representative, Tara Sugar & General Industries (P), Ltd., Battisputali, Kathmandu. WTD 5/21/65.

PAKISTAN—Machinery, equipment for production of carbon rods for use in dry cell batteries. Requests quotations c&f, Karachi. Kohinoor Chemical Co., Ltd. (importer, manufacturer), Burns Rd., Karachi. WTD 2/25/64. (Attn: Kohinoor Battery Manufacturers, Ltd).

★★ PERU—Trade mission

Equipment to process key limes, for juice and extraction of essential oils from peels, estimated production 10 tons per hour; Equipment to process mangoes, to produce slices, juice, puree, capacity 5 tons per hour. Cooperativa de Credito Agricola y Servicios Multiples Cholucanas Ldta. No. 111 (cooperative), Cholucanas, Piura. WTD in preparation. TM 125.

★★ TAIWAN—Trade mission

Woodworking machinery for manufacture of furniture. Hung I Cheng Furniture Works (manufacturer), 319 Chung Cheng Rd., Canghua, Taiwan. WTD 9/11/65. TM 8.

High frequency polyethylene rope manufacturing machinery; technical assistance. Mr. L.H. Loh, First Sisal Hemp Rope Co., Ltd. (manufacturer), 5th Floor, 43 Kuan Chien Rd., Taipei. WTD 9/7/65. TM 6.

356 General industrial machinery

GERMANY—Strapping machinery for sheet metal. Automatic machinery for placing paper between steel sheets and strip ends. Requests replies in German with quotations cif German or Dutch ports. Direct purchase and agency. Kurt Maritzen, Bussardweg (manufacturers' agent), 5828 Ennepetal-Voerde. WTD 8/11/65.

● **IRAQ**—55 diesel and electrical pumping sets for spirit/fuel oil as follows: 15 electrically driven and 10 diesel driven 5,000 imperial gallon/hour sets; 15 electrically driven and 15 diesel 10,000 gallon/hour sets. Tender No. TAWZEE/36/1965, bid deadline Dec. 12. Administration of Distribution of Oil Products, Ministry of Oil, Baghdad.★ (Telephone: 202-WO 7-5589).

357 Office, computing, accounting machines

● **GREECE**—Supply of following office machines, suitable for operation on a.c. 200 v, 50 cycles mains: Typewriters, Greek keyboard and Latin keyboard, 142; add-listing machines, 110; calculating machines, 42; accounting machines, 30; cash registers, 8. Tender No. Y.G.-1467/5242, bid deadline not yet determined. Estimated value, $68,950. Public Power Corp. (D.E.H.) Purchasing Dept., 30 Chalkokondyli St., Athens, 102. Cable: DEH Athens. Telex: 430.★ (Telephone: 202-WO 7-2939).

★★ TAIWAN—Trade mission

Office supplies and equipment. Bank Industrial Co. Ltd. (manufacturer, importer, wholesaler), 90-A Hwai Ning St., Taipei. WTD 9/9/65.

358 Service industry machines

BELGIUM—Coin operated vending machines for biscuits, chocolates. Agency and/or direct purchase for Belgium, Germany, Netherlands, France. Probisco (commission agent), 6 Rue Docteur Huet, Brussels. WTD in preparation.

HONG KONG—Large cold storage plant: purchase, installation, technical information. Hotung International, Ltd. (importer, exporter, mfrs.' representative, mfr., contractor, investor), P.O. Box 13304, Hong Kong. Cable: HOTUNG. WTD 2/23/65.

● **IRAQ**—Supply of 117 electric curbside pumps for gasoline, kerosene and gas oil. High vacuum, efficient, constant flow, self-priming pumping units, of rotary gear type, complete with by-pass and strainers. Tender No. Tawzee/33/1965, bid deadline Dec. 5. Any firm participating in the tender must enclose a check for $14 with its bid if it has not already purchased a set of documents. Administration of Distribution of Oil Products, Ministry of Oil, Baghdad.★ (Telephone: 202-WO 7-2939).

★★ TAIWAN—Trade Mission

Automobile and bus air-conditioners; requests replies from manufacturers. Tung Ning Development Co., Ltd. (importer, exporter), 31 Chung Shan North Rd., Section I., Taipei. WTD 9/13/65. TM 1.

VENEZUELA—Commercial cooking and food warming equipment; commercial dishwashing machines; air conditioning units for domestic, commercial and industrial use. Direct purchase and agency for Venezuela. Elkin Montoya Correa—"Set Gas" (importer, sales agent, manufacturer), Aptdo. 11456 Este, Caracas. WTD 9/8/65.

361 Electric transmission, distribution equipment

FINLAND—Connectors for aluminum cables used in electrical power lines; requests full details, prices. Oy Fresta Ab (importer, wholesaler), Rahapajakatu 1, P.O. box 208, Helsinki. WTD 4/6/65.

● **NEW ZEALAND**—Supply of 20 type EE8B portable telephone sets and 4 type GN 38A generators. Tender No. 2309, bid deadline Oct. 11. Stores Manager's Office, New Zealand, Electricity Dept., Private Bag, Wellington C.I. Copy of specification available from the New Zealand Senior Trade Commissioner, 1145-19th St., NW., Washington, D.C. 20036★ (Telephone: 202-WO 7-4822).

● **NIGERIA**—Supply of approximately 500 distribution transformers with ratings ranging from 25 kva to 750 kva. Bid deadline Oct. 26. The Secretary, Electricity Corp. of Nigeria, Headquarters, 24/25 Marina, Private Mail Bag 2030, Lagos. Additional information available from the Senior Purchasing Engineer. Tender forms giving details of specifications available for $28 from the Secretary of the Electricity Corp. of Nigeria.

362 Electrical industrial apparatus

● **PANAMA**—Construct and equip electric power sub-station at Divisa in Panama's Central Province; estimated project cost in excess of $100,000. Tender No. 127, bid deadline Oct. 29. Specifications available from the Instituto de Recursos Hidraulicos y Electrificacion, Aptdo. 5285, Panama, Republic de Panama. One copy of specifications (in Spanish) available for review only, not for loan, from the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● **THAILAND**—Supply one a.c. diesel generating set, 3 phase, 125 kva, 50 cycle, 400/231 v. and switchboard. Tender No. 08378, bid deadline Oct. 12. State Railway of Thailand, Yod-Se, Bangkok.★ (Telephone: 202-WO 7-4241).

● **TURKEY**—Supply of two 2 hp., 220 v., d.c., 1250-1400 r.p.m., drip proof, compound, marine type electric motors. Tender No. 965/3061, bid deadline Oct. 15. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul (Materials Purchasing Dept.—Turkish Maritime Bank).★ (Telephone: 202-WO 7-4241).

363 Household appliances

FINLAND—Household appliances, equipment, related items. Interested in full range of products. Electric appliances must be for 220 v., 50 cycle, a.c. Requests full details, brochures, price lists. Helkama Oy (importer, wholesale distributor), Vattuniemenkatu 27, Helsinki-Lauttasaari. WTD 9/2/65.

VENEZUELA—Electrical and non-electrical household appliances, except gas and kerosene, kitchen ranges and refrigerators. Direct purchase and agency for Venezuela. Elkin Montoya Correa—"Set Gas" (importer, sales agent, manufacturer), Aptdo. 11456 Este, Caracas. WTD 9/8/65.

364 Electric lighting, wiring equipment

● **INDIA**—Supply of 10,000 infra-red drying

lamps, 250 watt, 230 v., Edison screw cap. Financed under I.B.R.D. loan. Tender No. 457/BPO/E-582/PR/54501, bid deadline Nov. 24. Mr. T. K. Kalia, Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Dist. Hoshiarpur, Punjab.★ (Telephone: 202-WO 7-5345).

● **THAILAND**—12 each lattice pole, type D 28.05 meters with stub assembly; 1 each lattice pole, type E 28.05 meters, with stub assembly; 2 each lattice pole, type F 28.05 meters, with stub assembly. Tender No. MEA-PSD-013, deadline Oct. 20. The Metropolitan Electricity Authority, Chakraphet Rd., Bangkok.★ (Telephone: 202-967-3601).

365 Radio, television receiving sets

BELGIUM—Audio amplifiers, consumer and commercial types. Direct purchase and/or agency for Belgium. Icorat S.A. (importer, agent), 55 Rue du Marteau, Brussels 4. WTD in preparation.

GERMANY—Audio, hi-fi and stereo components and instruments. Tape recording and reproducing equipment and accessories. Tapes and records. Agency for West Germany, Austria, Switzerland and/or direct purchase. Intermess Ingenieurbuero Arno A.U. Preihs (importer, sales agent), 46 Westendstrasse 46, 6 Frankfurt am Main 1. WTD 12/15/64.

SWEDEN—Jukeboxes; agency or direct purchase. AB Ishammars Automatfabrik (agent), Lundavagen 11 B, Malmo O. WTD 9/8/65.

★★ **TAIWAN—Trade Mission**

Record changers and players without amplifiers. Shye Cherng Trading Co., Ltd. (importer, wholesaler), 3-4 Pao An St., Taipei. WTD 9/11/65.

Record players, microphones, telephonic equipment, less expensive types. Sha Suen Development Corp. (importer, wholesaler), 25, 3rd Floor, 1st Bldg., Chung Hwa Market, Taipei. WTD 9/11/65. TM 3.

366 Communication equipment

● **AUSTRALIA**—Supply of coin-operated telephone instruments or coin-controlled devices suitable for attachment to existing 801 type telephone sets. Tender No. C9956, bid deadline Nov. 18. Supply of terminating and associated equipment for use with high frequency point-to-point radio trunk systems. Tender No. 9969, bid deadline Nov. 25. The Controller, Stores & Contracts, Postmaster-General's Dept., 380 Russell St., Melbourne, C.I., Victoria.★ (Telephone: 202-WO 7-4823).

● Supply of through group filters and carrier program equipment. Schedule No. C 9883, bid deadline Oct. 14. Supply of single channel very high frequency and ultra high frequency radiotelephone terminal equipment suitable for use in the telephone network. Schedule No. C 9955, bid deadline Nov. 11. Controller, Stores & Contracts, Dept. of the Postmaster General, 380 Russell St., Melbourne, C.I.★ (Telephone: 202-WO 7-4823).

BELGIUM—Radio communication transmitters and receivers. Small electronic, pocket size, person locators, for use in factories. Direct purchase and/or agency for Belgium. Icorat S.A. (importer, agent), 55 Rue du Marteau, Brussels 4. WTD in preparation.

DENMARK—Electrical and electronic ship equipment, especially gyrocompasses, auto pilots, rudders, indicators, radars, echo sounders, radio, batteries, search lights, loudhailers, telephones, fire detectors, electric clocks, ozonizer. "P.H." P.A.H. Heidemann (sales agent), Naesby, Fyn. WTD 9/9/65.

GERMANY—Commercial telecommunications equipment; microphones. Agency for West Germany, Austria, Switzerland and/or direct purchase. Intermess Ingenieurbuero Arno A.U. Preihs (importer, sales agent), 46 Westendstrasse, 6 Frankfurt am Main 1. WTD 12/15/64.

ISRAEL—Electronic systems equipment, components, all kinds, for scientific and industrial uses. Exclusive agency and/or distributorship. Requests illustrated catalogs, price lists, specifications. Isotechnique Ltd. (manufacturers' representative), 62 Yehuda Halevi St., Tel Aviv. WTD 8/31/65.

367 Electronic components, accessories

● **AUSTRALIA**—Transmitting thermionic tubes, 25 different types, quantities ranging from 1 to 400. Tender No. C-9998, bid deadline Nov. 16. The Controller, Stores & Contracts, Postmaster-General's Dept., 3rd Floor, 380 Russell St., Melbourne C.I.★ (Telephone: 202-WO 7-2328).

BELGIUM—Microphones. Direct purchase and/or agency for Belgium. Icorat S.A. (importer, agent), 55 Rue du Marteau, Brussels 4. WTD in preparation.

GERMANY—Data recording and processing equipment, transducers, amplifiers, analytical and control instruments, leak detectors, mass spectrometers. Agency for West Germany, Austria, Switzerland and/or direct import. Intermess Ingenieurbuero Arno A.U. Preihs (importer, sales agent), 46 Westendstrasse, 6 Frankfurt am Main 1. WTD 12/15/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

369 Electrical machinery, equipment, supplies

AUSTRALIA—X-ray equipment and accessories. Direct purchase and agency. Mr. W. R. MacKenzie, William Pearce & Co. Pty. Ltd. (importer, wholesaler, retailer), 149 Castlereagh St., Sydney, N.S.W. WTD 9/15/65.

● **TAIWAN**—Supply of one set of 120 v., 235 amp-hr nickel cadmium storage batteries with accessories for switchgear control in substations. Tender No. GF2A-22608, bid deadline Oct. 23. Purchasing Dept., Central Trust of China, 49 Wuchang St., Sec. 1, Taipei.★ (Telephone: 202-WO 7-4241).

371 Motor vehicles; motor vehicle equipment

AUSTRALIA—Spare parts for automobiles, tractors, construction and agricultural equipment. Direct purchase and agency. Overseas Business Associates Pty. Ltd. (importer, exporter, manufacturer). 161 Fitzroy St., St. Kilda, S.2, Victoria. WTD 8/20/65.

HONG KONG—Automotive replacement parts, accessories. Bower Motors (importer, retailer), Ground Floor, 28 Tam Kung Rd., Kowloon, Hong Kong. Cable: BOWER MOTORS. WTD 9/8/65.

VENEZUELA—Spare parts for automobiles, trucks. Direct purchase and agency for Venezuela. Requests replies in Spanish. Empresa Diamante (sales agency), Aptdo. 2545, Caracas, Edificio Caripe, Local B, Piedra a Barcenas, Caracas. WTD 8/26/65.

373 Ship building, repairing

★★ **TAIWAN—Trade Mission**

Old vessels to be made into scrap. Yung Lee Bristle Mfg. Co., Ltd. (importer, exporter), No. 10, 67-Lane Ho-Ping St., Yung Ho County, Taipei. WTD 9/11/65. TM 88.

374 Railroad equipment

● **SOUTHERN RHODESIA**—Supply of 100 dropsided steel freight cars with cast steel bogies, wheels, roller bearings. Tender No. 6525:042, bid deadline Nov. 8. Buyer, Office of the Chief Supplies Officer, Rhodesia Railways, P.O. Box 1999, Bulawayo. Specifications available from issuing authority. Quotations requested for cash purchase, hire purchase agreement and hire arrangement.

381 Engineering, laboratory, scientific, research instruments

BRAZIL—Laboratory apparatus and instruments for scientific and industrial research; direct purchase or agency. ASCA Aparelhos Cientificos S.A. (wholesaler, representative), Avenida Churchill 129, 5° andar, Rio de Janeiro ZC-39, Caixa Postal 3397 ZC-00, Estado da Guanabara. WTD 9/16/65.

382 Instruments for measuring, controlling, indicating physical characteristics

BRAZIL—Instruments for testing oil and fuels; direct purchase or agency. ASCA Aparelhos Cientificos S.A. (wholesaler, representative), Avenida Churchill 129, 5° andar, Rio de Janeiro ZC-39, Caixa Postal 3397 ZC-00, Estado da Guanabara. WTD 9/16/65.

● **INDIA**—Supply of engine testing equipment including one dynamometer complete with all accessories necessary for installing and operating unit. Tender No. H3/8507/65/E, bid deadline Oct. 12. Madras Port Trust, Madras.★ (Telephone: 202-WO 7-2939).

● Supply of 8 pressure air meters ¼ cft. with accessories such as trovels, strike off bar, tamping rod, springs funnel, spare washers and couplings, nuts and bolts. Tender No. SE-639, bid deadline Oct. 20. Must be of U.S. origin. Required by The Executive Engineer, Procurement Division II, Kalagarh Bignor U.P., India. Tenders must be submitted to Director General, India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008.★ (Telephone: 202-WO 7-2939).

384 Surgical, medical, dental instruments

AUSTRALIA—Surgical equipment, virtually entire range, including wheel chairs, obstetrical, thoracic, cardiovascular, neurosurgical, laminectomy, orthopedic and similar instruments. Direct purchase and agency. Mr. W. R. Mackenzie, William Pearce & Co. Pty. Ltd. (importer, retailer, wholesaler), 149 Castlereagh St., Sydney, N.S.W. WTD 9/15/65.

● **VIET NAM**—Supply of 160 items in various quantities of surgical and medical equipment including, but not limited to: Diathermic instruments, electric aspirators, various types of catheters, bronchoscopes, oesophagoscopes, gastroscopes, laryngoscopes, scissors, scalpels. Tender No. 1922-08095, bid deadline Nov. 19. Terms in English, specifications in French. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

● Supply of surgical and hospital equipment and supplies including, but not limited to:

Anasthesia apparatus, catheter forceps, stops, stylets, rubber guedels, anatomical masks, transparent endotracheal tubes, nasal tubes, whistle tip aspirating catheters, mobile refrigerated oxygen tents. Tender No. 1919-07095, bid deadline Nov. 3. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

386 Photographic equipment

GERMANY—Sound movie equipment, 16 mm. Agency for West Germany, Austria, Switzerland and/or direct purchase. Intermess Ingenieurbuero Arno A.U. Preihs (importer, sales agent), 46 Westendstrasse, 6 Frankfurt am Main 1. WTD 12/15/64.

● **INDIA**—Supply of 9 overhead projectors for projecting 10″ x 10″ transparencies with 1000 watts lamp and lens F.3.5 to be worked off 230 v. 50 cycles a.c. single phase with all consumable spares for three years and suitable accesories. Tender No. P/202/42/118/13-8-1965/26/PL, bid deadline Oct. 22. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available at $1.25 per copy from India Supply Mission, 2536 Massachusetts Ave. N.W., Washington, D.C. 20008. Reference No. D/ENQ/1864. Copy of tender documents available for review from the Scientific, Photographic & Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2939).

● **TURKEY**—Supply of assorted photography and film materials including: Roll film, 6,000 packages; studio film, 3,000 packages; bromide paper, gloss, 1,000 packages; matte, 400 packages; negative film, black and white, 10,000 meters; color, 10,000 meters; positive film, black and white, 20,000 meters; color, 20,000 meters. Bid deadline Oct. 15. Kara Kuvvetleri Komutanligi, (Ground Forces Command) Muhabere Dairesi Baskanligi, Ankara. English translations of terms and specifications available for $6 per copy from Modern Tercume Burosu, 20/7 Menekse Sokak, Kizilay, Ankara.

Supply of motion picture films, color, 35 mm., 15,000 meters positive and 15,000 meters negative. Bid deadline Oct. 20. Kara Kuvvetleri Komutanligi (Ground Forces Command), Muhabere Dairesi Baskanligi, Ankara. English translations of terms and specifications available for $6 per copy from Modern Tercume Burosu, 20/7 Menekse Sokak, Kizilay, Ankara.

393 Musical instruments, parts

AUSTRALIA—Musical instruments, accessories. Direct purchase and agency. Rose Morris & Co. (Aust.) Pty. Ltd. (importer, manufacturer, wholesaler), 8-14 Ross St., South Melbourne, Victoria. WTD 8/20/65.

394 Toys, amusement, sporting goods

NETHERLANDS ANTILLES—Toys for infants and children. Tienda Oduber (J.H. Oduber) (importer, retailer), Nassaustraat 83, Oranjestad, Aruba. WTD 8/13/65.

395 Pens, pencils, other office, artists' materials

★★ TAIWAN—Trade mission

Ball-point pens. Direct purchase and agency. Bank Industrial Co. Ltd. (manufacturer, importer, wholesaler), 90-A Hwai Ning St., Taipei. WTD 9/9/65. TM 74.

396 Costume jewelry, novelties, buttons, notions

AUSTRALIA—Men's and women's jewelry featuring dog motifs. Direct purchase and agency. Pampered Pooches (N.S.W.) (importer), P.O. box 18, Lindfield, N.S.W. WTD 9/9/65.

399 Manufacturing industries

AUSTRALIA—Grooming equipment for dogs, including brushes and combs; kennel equipment. Direct purchase and agency. Pampered Pooches (N.S.W.) (importer), P.O. Box 18, Lindfield, N.S.W. WTD 9/9/65.

JAPAN—Freshwater shells for making pearl pellets. Nanri Trading Co., Ltd.—Kobe Branch (importer, exporter), 9 Isobe-dori 1-chome, Fukiai Ku, Port P.O. Box 64, Kobe. WTD in preparation.

SWEDEN—Pin ball games; agency or direct purchase. AB Ishammars Automatfabrik (agent), Lundavagen 11 B, Malmo O. WTD 9/8/65.

505 Farm products, raw materials

JAPAN—Cattle horns for making combs. Matsui & Co., Ltd. (manufacturer, importer, exporter), 177 Higashi-obase Kitano-cho, Higashinari Ku, Osaka. WTD 9/8/65.

525 Hardware, farm equipment

VENEZUELA—Hardware in general: tools, builders' hardware, glass, housewares and household appliances, cutlery, roofing materials. Direct purchase and agency for Venezuela. Representaciones y Equipos Marte, S.A. (sales agency), Aptdo. 349, Caracas. WTD 9/3/65.

Libya to build hospital and other facilities, seeks bids

Libya's Barce Reconstruction Organization in Benghazi is seeking bids from companies which have had previous experience in hospital construction for a 250-bed hospital, nurses' dormitory, staff quarters and site work.

Bid deadline is 11 a.m., Nov. 17.

The Conditions of Contract require a 30,000 Libyan pound deposit from all bidders rather than the 2% deposit as previously advertised. (INTERNATIONAL COMMERCE, Aug. 30, p. 37).

Documents are available for U.S. $280 at the office of the Barce Reconstruction Organization, 55 Omar Mukhtar St., Benghazi, or at the office of the consulting engineer and architect, McGaughy, Marshall, McMillan & Lucas (Italy) S.r.l., 18 Via Clittuno, Rome.

Bids on AM VHF radio transceivers sought

Thailand's Directorate of Air Engineering has released tender request No. 3/2509 calling for the supply of 15 AM VHF radio transceivers.

The sets are to operate in the 118.0 to 138.0 Mc/s range, not less than 6 channels (50Kc spacing), 5 watt output, on 27.5 VDC power supply. They are to be complete, including antenna, head set (earphones and lip mike).

Bid deadline is Oct. 21 at the Office of the Directorate of Air Engineering, Sapan Daeng, Bangsue, Thailand.

Copies of the tender announcement are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat products

FRANCE—Quick-frozen meat products (cuts from beef and other bovine animals); quick-frozen livers, brains, kidneys, including such meat products as choice quality brains (lamb and mutton) in packages of approx. 6.5 to 20 lb. Agency for France or section thereof. Requests replies in French. Claude Bernard Pujos (sales agent), 18 Place de la Daurade, Toulouse, Haute-Garonne. WTD 9/10/65.

203 Canning, preserving food

FRANCE—Quick-frozen salmon, seafoods, including shellfish of good quality. Agency for France or section thereof. Requests replies in French. Claude Bernard Pujos (sales agent), 18 Pl. de la Daurade, Toulouse, Haute-Garonne. WTD 9/10/65.

249 Wood products

AUSTRALIA—Household and kitchen woodenware. Australia Intertrade (importer, wholesaler, distributor), 26 Wharf St., Brisbane, Queensland. WTD 8/9/65.

261 Pulp mills

KOREA—Ground wood pulp, cellulose pulp, sulphite pulp. Oriental Traders Corp. (importer, exporter, commission merchant), Rm. 505, Dong Yang Bldg., 9-15 Namchang-dong, Choong-ku, Seoul. WTD in preparation.

262 Paper mills

BELGIUM—Paper, cardboard. Agencies for Belgium. Societe E. Meeus (commission agent), 13 Ave. des Paturins, Brussels. WTD in preparation.

Kraft liner and fluting paper. Agency for Belgium and Germany. Univertra S.A. (agent), 14 Rue Jean-Baptiste Meunier, Brussels. WTD 7/9/65.

326 Pottery, related products

AUSTRALIA—Household chinaware, tableware; household earthenware, cookware, kitchen utensils. Australia Intertrade (importer, wholesaler, distributor), 26 Wharf St., Brisbane, Queensland. WTD 8/9/65.

331 Steel mill products

FINLAND—Steels, particularly stainless and acid-resisting types, primarily in AISI Grades 302, 304, 316. Not interested in surplus stocks. Requests full details, prices, terms. Oy G.H.H. Ab (importer, wholesaler, commission agent), Kalevankatu 3, Helsinki. WTD 12/23/64.

SOUTH AFRICA—Stainless steel sheets, tubes, sections. Agency for South Africa, Rhodesia, Zambia. Non-Ferrous Metal Works (Pty.), Ltd. (importer, retailer, wholesaler, manufacturer, agent), P.O. Box 25, Durban, Natal. WTD 9/15/65.

335 Rolling, drawing, extruding nonferrous metals

FINLAND—Aluminum sheets, strips, foils in coils of 1200 mm. width. Not interested in surplus stocks. Requests full details, prices, terms. Oy G.H.H. Ab (importer, wholesaler, commission agent), Kalevankatu 3, Helsinki. WTD 12/23/64.

342 Cutlery, hand tools, general hardware

AUSTRALIA—Unusual designs in kitchen cutlery. Australia Intertrade (importer, wholesaler, distributor), 26 Wharf St., Brisbane, Queensland. WTD 8/9/65.

BELGIUM—Hand tools, accessories for use in the metal working industry. Agency for Belgium and Luxembourg. Etablissements Carl Seeger (importer, agent), 389 Rue du Progres, Brussels. WTD 7/14/65.

SOUTHERN RHODESIA—Household hardware, tools, all kinds. Coombe & Bicknell (Pvt.), Ltd. (importer, manufacturers' representative), P.O. Box 2579, Salisbury. WTD 9/8/65.

344 Fabricated structural metal products

PAKISTAN—Water storage tanks for use at railroad stations. Requests quotations c&f Karachi. I. & S. Corp. (importer, agent), 2nd Floor, Dada Chambers, Bunder Rd., Karachi 2. WTD 8/11/65.

353 Construction, mining, materials handling machinery, equipment

PAKISTAN—Cranes, mobile and other types, for use at sea ports. Requests quotations c&f Karachi. Akhtar Trading Corp. (importer), Nadir House, 3rd Fl., McLeod Rd., Karachi 2. WTD in preparation.

354 Metalworking machinery

BELGIUM—Machine tools, metal working; drilling machines; planing, bending machines; shearing machines. Agency for Belgium and Luxembourg. Etablissements Carl Seeger (importer, agent), 389 Rue du Progres, Brussels. WTD 7/14/65.

FINLAND—Machine tools, metal working machines, latest designs only. Not interested in surplus or reconditioned items. Requests full details, prices, terms. Oy G.H.H. Ab (importer, wholesaler, commission agent), Kalevankatu 3, Helsinki. WTD 12/23/64.

GERMANY—Automotive maintenance equipment: track and axle gauging equipment; motor tester. Exclusive agency for Germany. Motservice Gesellschaft fuer Werkstaetteneinrichtung mbH (importer, wholesaler, sales agent), 11 Mainstrasse, 6148 Heppenheim/Bergstrasse. WTD 5/11/64.

355 Special industry machinery

BELGIUM—Paper converting machines: cutting, folding, binding, collating joggers. Agency for Belgium and Luxembourg. Etablissements Moyson S.P.R.L. (importer, agent), 17 Rue Cuerens, Brussels 1. WTD 6/26/65.

358 Service industry machines

PAKISTAN—Water filtration and chlorination machinery. Filtration of water from storage tanks will be effected through a rapid gravity-sand filtration system. Equipment required for railroad stations. Adil Brothers (importer, agent), Baitul Hamd, 140 Bunder Rd., Karachi. WTD in preparation.

Sewage disposal machinery: purification equipment, allied supplies. Requests quotations c&f Karachi. Adil Brothers (importer, agent), Baitul Hamd, 140 Bunder Rd., Karachi. WTD in preparation.

363 Household appliances

AUSTRALIA—Electrical household appliances, all kinds. Australia Intertrade (importer, wholesaler, distributor), 26 Wharf St., Brisbane, Queensland. WTD 8/9/65.

BELGIUM—Electric household apparatus: irons, toasters, hair dryers, cookers. Agency for Belgium. Magec-Cegam S.A. (importer, retailer, agent), 296 Rue Saint Denis, Brussels 19. WTD 12/9/64.

NETHERLANDS—Electric household appliances; general line, including food mixers, dishwashers, laundry equipment, stoves. Veltmeijer & Schalken's Handelmaatschappij N.V. (importer, wholesaler, agent), 106 Maashaven N.Z., Rotterdam 20. WTD 1/7/65.

365 Radio, television receiving sets

BRAZIL—Automatic record changers. Industrias Kennedy de Aparelhos Electronicos Ltda. (manufacturer, representative), Rua Matinore 43/113, Rio de Janeiro ZC-15, Estado da Guanabara. WTD 9/13/65.

366 Communication equipment

IRAQ—Heavy duty mobile VHF or HF radio transmitter-receiver sets (communication sets); short wave radio transmitters, 1-10 kw, heavy duty; for Government agencies. Wadi Engineering & Trading Co. (importer, agent, contractor), Munir Abbas Bldg., Baghdad. WTD 4/16/64.

369 Electrical machinery, equipment, supplies

HONG KONG—X-ray equipment suitable for sale to private practitioners (100-200 m.v.a). Frederick Pordes & Co., Ltd. (manufacturers' representative), P.O. Box 596, Hong Kong. Cable: WIPOR. WTD 6/22/65.

371 Motor vehicles, motor vehicle equipment

AUSTRALIA—Automobile accessories, parts. Australia Intertrade (importer, wholesaler, distributor), 26 Wharf St., Brisbane, Queensland. WTD 8/9/65.

381 Engineering, laboratory, scientific, research instruments

PAKISTAN—Navigation instruments, nautical, aeronautical. Requests quotations c&f Karachi. Akhtar Trading Corp. (importer), Nadir House, 3rd Fl., McLeod Rd., Karachi 2. WTD in preparation.

387 Watches, clocks

NETHERLANDS—Electric clocks, alarm clocks. Veltmeijer & Schalken's Handelmaatschappij N.V. (importer, wholesaler, agent), 106 Maashaven N.Z., Rotterdam 20. WTD 1/7/65.

394 Toys, amusements, sporting, athletic goods

AUSTRALIA—Mechanical toys, building sets; stuffed toys of all kinds, including stuffed fur toys; all types of wholesale toys. Australia Intertrade (importer, wholesaler, distributor), 26 Wharf St., Brisbane, Queensland. WTD 8/9/65.

399 Manufacturing industries

AUSTRALIA—Advertising novelty items, giveaway gift lines, presentation items. Australia Intertrade (importer, wholesaler, distributor), 26 Wharf St., Brisbane, Queensland. WTD 8/9/65.

BELGIUM—Hair clippers, human use, electric. Agency for Benelux countries. Etablissements Reno (importer, agent), 23 Rue du Cirque, Brussels 1. WTD in preparation.

Leads for Importers

Commodities are offered direct unless specified.

251 Household furniture

BRAZIL—Jacaranda or "pau marfim" cabinets for radio and phonograph combinations. Industrias Kennedy de Aparelhos Electronicos, Ltda. (manufacturer), Rua Matinore 43/113, Rio de Janeiro ZC-15, Estado da Guanabara. WTD 9/13/65.

316 Luggage

KOREA—Luggage of leather and PVC. Kum Yong Industrial Co., Ltd. (manufacturer, exporter), C.P.O. Box 360, Seoul, Korea. WTD in preparation.

329 Abrasive, asbestos, nonmetallic mineral products

BRAZIL—Flints; manufacturer desires to give exclusive representation. Metalurgica Colibri Ltda., Rua Mexico 70, 11° andar, sala 1111, Rio de Janeiro ZC-P, Estado da Guanabara. WTD 9/15/65.

335 Rolling, drawing, extruding of nonferrous metals

BRAZIL—Misch metal; manufacturer desires to give exclusive representation. Metal Colibri Ltda., Rua Mexico 70, 11° andar, sala 1111, Rio de Janeiro ZC-P, Estado da Guanabara. WTD 9/15/65.

354 Metalworking machinery

SWEDEN—Agency offered for Swedish manufactured hydraulic operated plate bending machines (new patented system for roll drive and adjustment of bending rolls); screwing machines (system Landis); high speed lathes; horizontal boring and milling machines; radial drilling machines; bench lathes; universal milling machines and grinding machines. Brochures available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203. U.S. Department of Commerce, Washington, D.C. 20230. Swedish Tool AB (exporter), Barnhusgatan 3, Stockholm. WTD 9/8/65.

358 Service industry machines

GERMANY—Pumps, filters, lubricating oil, grease. Direct sale and/or agency. Quotations fob Hamburg or Bremen. Requests replies in German. Gebr. Stoschek Kom.-Ges. (manufacturer, wholesaler, exporter), 74 Geibelstrasse, 4 Duesseldorf 1. WTD 8/16/65.

394 Toys, amusement, sporting, athletic goods

HONG KONG—Plastic toys. Prices, samples on request. Seasonal Flowers Corp. (manufacturer, exporter), 1003-4 and 1007 Commercial House, Queen's Rd. Central, Hong Kong. Cable: SEAFLOWER. WTD 9/8/65.

396 Costume jewelry, costume novelties, buttons, miscellaneous notions

HONG KONG—Plastic flowers. Prices, samples on request. Seasonal Flowers Corp. (manufacturer, exporter), 1003-4 and 1007 Commercial House, Queen's Rd. Central, Hong Kong. Cable: SEAFLOWER. WTD 9/8/65.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ARGENTINA—Jaime Wajner, Wajner e Hijo, Tres Arroyos 341, Buenos Aires, **interested in contacting U.S. manufacturers of automobile air and oil filters with view to obtaining a license agreement;** requesting technical information. Oct. 6 via Chicago for 20-30 days. Write to 1259 N. Holmes Ave., Indianapolis, Ind. Itinerary: Chicago, Minneapolis, Detroit, New York. WTD in preparation.

ECUADOR—Jorge E. Herdoiza, Guayaquil Office Manager, Conto A. Patino M., P.O. Box 5982, Guayaquil, **interested in importing cigars and pure bred cattle.** Sept. 26 via Dallas for 15 days. c/o Ecuadorean Consulate General, Rm. 2006, 1270 Avenue of the Americas, New York, N.Y. 10020. Itinerary: Dallas, New York, Washington, Tampa. WTD 5/15/64.

Angel Augusto Bueno, Agronomical Engineer, CEDOSA—Cultivo y Extraccion de Oleaginosas S.A., P.O. Box 3228, Guayaquil, **interested in importing peanut farming machinery;** requesting technical information. Sept. 28 via Houston for one month. c/o Alejandro G. Bueno, Gannon College, 1804 East 8th St., Erie, Pa. Itinerary: Houston; New Orleans; Montgomery, Ala.; Atlanta; Miami; New York; Philadelphia; Washington; Erie. WTD. 4/22/65.

ENGLAND—John Donkin, Archibald Kenrick & Sons Ltd., P.O. Box 9, West Bromwich, Staffordshire, **interested in visiting factories making builders' hardware** such as components of door knobs, letter plates, hinges, casement stays and fasteners and diecastings in zinc and aluminum ranging from a fraction of an ounce up to ½ lb. weight. Last week in Sept. via Chicago for 30 days. c/o Shepherd Casters Inc., Benton Harbor, Mich. Itinerary: Chicago; Benton Harbor, Toledo, Ohio; Stamford, Conn. WTD 8/13/65.

FINLAND—Herbert Voullieme, Managing Director, Herbert Voullieme Ky, Mikonkatu 1B, Helsinki, **interested in meeting manufacturers and suppliers of piece goods for ladies' dresses.** Oct. 2 via New York for 2 weeks. c/o Finnish Consulate General, 200 E. 42nd St., New York, N.Y. 10017. Itinerary: New York. WTD 9/15/65.

FRANCE—Mr. Cappuccitti, Fonderie Cappuccitti, 50 bis rue Camille-Desmoulins, Cachan (Seine), **interested in purchasing and/or manufacturing under license items complementary to present list of cast industrial pulleys with detachable hubs, variable pulleys, elastic couplings for household items, cast aluminum articles.** Oct. 11 via New York until Oct. 19. c/o Hotel Biltmore, 43rd St. & Madison Ave., New York, N.Y. WTD in preparation.

HONG KONG—Eric Hotung, Hotung International Ltd., Cheung Shing Bldg., 70 Stanley St., Hong Kong, **interested in representing suppliers of pine wood, pens, cigarette lighters, other consumer goods, frozen foods, buying films for television and other commercial presentation, seeking technical assistance for and purchase of a large cold storage facility, obtaining the franchise for a soft drink, selling rattan handbags, seeking to employ a construction project supervisor and an accountant, organizing a telephone operators' training program.** Sept. 15 via Honolulu for about one month. Itinerary: San Francisco c/o Mr. Kilduff, E. F. Hutton & Co., 160 Montgomery St., and c/o Mr. Curran, Bank of America; Los Angeles; Chicago; Detroit; Washington c/o Father Bunn, President, Georgetown University; New York c/o The Manager, The Chartered Bank, 76 William St.; Honolulu. WTD 2/23/65.

INDIA—Ashok Krishnadas, Zaverchand Gaekwad Private Ltd., P.B. No. 95, Padra Rd., Baroda, Gujarat, **interested in negotiating collaboration arrangements for the manufacture of cold rolled steel strips** and requesting technical information on continuous electro galvanizing plant and cold steel strip rolling. First week in Oct. via New York for 3-4 weeks. c/o Mr. M. F. Seneque, Alliance Oil Corp., 277 Park Ave., New York, N.Y. 10017. Itinerary to be determined. WTD 4/23/65.

IRAQ—Antoine Raphael Charkhi, Shakarchi Bldg., Safafir St., Baghdad, **interested in contacting suppliers of machinery and raw materials used in the textile, plastic and tanning industries.** Sept. 20 via New York for one month. Itinerary: Philadelphia c/o Rohm & Haas, 22-2 Washington Square, Philadelphia 5, Pa., Atlantic City; others to be decided. WTD 9/14/65.

JAPAN—Koichi Osaki, Maruka Machinery Co., Ltd., 41, Bungo-machi, Higashi Ku, Osaka, **interested in technical tie-up and agency agreement with U.S. makers of industrial and construction machines and electronic apparatus;** requesting technical information. Sept. 10 via New York for 65 days. c/o Statler Hilton Hotel, 33rd & 7th Ave., New York, N.Y. Itinerary: New York, Chicago, Boston, Philadelphia, Houston, Vancouver, Portland, San Francisco, Los Angeles. WTD 8/16/65.

LEBANON—Raphael Debbane, Debbane Freres, P.O. Box 52, Avenue Riad Solh, Saida, **interested in agricultural chemicals, machinery, implements;** requesting technical information. Oct. 9 via New York for 2 weeks. c/o Mr. Jan Dlouhy, American Cyanamid Co., Wayne, N.J. Itinerary: New York; Washington; Chicago; Ambler, Pa.; Grayslake, Ill.; Los Angeles. WTD 9/7/65.

MOROCCO—Elisee Bensimon, Somacib S.A., 10 Avenue de l'Armee Royale, Casablanca, **interested in meeting U.S. manufacturers of machines and equipment for the manufacture of jewelry.** Sept. 15 via New York for 4 weeks. c/o French Line (Cie. Generale Transatlantique), 610 5th Ave., New York, N.Y. Itinerary: New York, Washington. WTD in preparation.

NETHERLANDS—C. Chevalier, Manager, Grafisch Bureau Dynamic N.V., 11 Het Steenbeek, Maarn (U), **interested in contacting U.S. publishers of magazines, periodicals and books wishing to market their products in The Netherlands and other European countries.** First part of Oct. via New York for 3 weeks. c/o Department of Commerce New York Field Office. Itinerary: New York, Chicago, Washington. WTD 9/13/65.

NEW ZEALAND—Joseph William Backhouse, J. W. Backhouse Ltd., 3-5 Alpha St., Wellington, **interested in home and commercial furniture and requesting technical information regarding factory set-up and types of machines used for manufacture.** Early Oct. via New York for 7 days. Itinerary: New York c/o New Zealand Consulate General, 630 5th Ave.; San Francisco c/o New Zealand Consulate General, 153 Kearny St.; other cities if time permits. WTD 8/25/65.

NORWAY—Hans Fleischer, Chemical Engineer, Hunsfos Fabrikker (Paper Mills), Vennesla, Kristiansand S., **interested in studying paper converting machinery for production of plastic coated paper, soft paperware, copying paper with view to future manufacturing under license, and various types of packaging machinery.** Sept. 23 via New York for 3 weeks. c/o Spa Motel, 5414 N. Lincoln, Chicago, Ill. Itinerary: New York, Philadelphia, Baltimore, Washington, Chicago, Detroit. WTD under preparation.

Arne Kjell Gjerde, Breidablikk, Fetsund, **interested in importing surgical and hospital equipment and raw materials for own production of plastic goods for hospitals.** Sept. 24 via New York for 3 weeks. c/o Mrs. Brandt, 414 73rd St., Brooklyn 9, N.Y. Itinerary: San Francisco, New York, Baltimore, Boston, Omaha. WTD 1/20/65.

PORTUGAL—Engineer Vasco Manuel Ribeiro Siza Vieira, 412 Avenida do Brasil, Oporto, **interested in raw chemicals, ferrous and nonferrous metals, industrial machinery.** Sept. 20 via New York for 20 days. c/o Portuguese Consulate General, 630 5th Ave., New York, N.Y. Itinerary: New York, Pittsburgh. WTD 9/16/65.

SOUTH AFRICA—J. L. Gibb, Director, Purglas (Pty.) Ltd., 85 Brickhill Rd., Durban, **interested in contacting possible distributors for a complete range of high quality tubular glass fiber fishing rods.** Oct. 7 via New York for 5 days. c/o D. C. Andrews & Co. Inc., 1 Whitehall St., New York, N.Y. 10004. WTD 9/6/65.

THAILAND—Choosakdi Chittkusol and Tak Chunchaya, United Machinery Co., Ltd., 406-414 Worachak Rd., Bangkok, **interested in importing industrial machinery and equipment, chemicals, automotive maintenance equipment, hand and power tools, tractors.** Oct. 4 via New York for 17 days. Itinerary: Oct. 4, 5 New York c/o Hotel Downtowner; Oct. 6, 7 Oklahoma City; Oct. 7-9 Denver; Oct. 10-14 San Francisco c/o Hotel

Mayfair; Oct. 15, 16 Los Angeles; Oct. 17-20 Honolulu. WTD 6/17/65.

VIET-NAM—Nguyen Thanh Niem, Director, Societe Indo-Comptoirs, 130 dai lo Tran Hung Dao, Saigon, **interested in importing machinery to equip factories producing steel pipe, galvanized pipe, bicycle parts, in importing and agency agreements for machinery such as diesel motors and generators, industrial and agricultural equipment, vehicles and accessories, and agencies for diverse articles.** Oct. 1 via New York for one month or longer. c/o Deemark & Co., New York, N.Y. Itinerary: New York, Washington, others to be arranged. WTD 2/10/65.

Future Construction

AUSTRALIA—The recently completed master plan for Victoria's proposed new La Trobe **University** at Bundoora, eight miles from Melbourne, provides for **10** non-denominational **college buildings** on the periphery of the academic center.

Mr. J. R. A. Glenn, chairman of the university's interim council, said it was hoped that tenders for the construction of the first two buildings at the university would be let towards the end of this year. They are scheduled to be ready for the first intake of 350 students in March 1967. Academic buildings and colleges would stand on about 120 acres of the 500 acre site. The focal point of the academic center would be a library with about 1 million volumes and seating for 3,000 students.

A revised estimate of £24,700,000 ($55,328,000) for the cost of the **Sydney Opera House** has been announced by the New South Wales Premier, Mr. Robin Askin. The figure is an increase of £7,300,000 ($16,352,000) over last year's estimate. Mr. Askin said the State Government could not regard the latest estimate as final and indicated that the ultimate cost could be at least £25 million ($56 million).

BRAZIL—Centrais Electricas De Minas Gerais, S.A. (CEMIG) is proceeding with prequalification of civil contractors for the construction of **Jaguara Hydroelectric Station** which will have an initial capacity of 400,000 kw.

Interested foreign contractors must associate with Brazilian contractors. Prequalification expires Nov. 10. Documents and information will be furnished by CEMIG, Rua Itambe 114, Belo Horizonte, Minas Gerais, Brazil, or through the foreign Embassies in Brazil.

CEMIG has applied for a loan to the International Bank For Reconstruction and Development. Part of the proceeds of the loan will be applied to payments of the foreign component of the civil construction contract.

MOROCCO—Office of Agricultural Development (OAD) will shortly issue an international call for bids for the construction of the second **sugar-plant** in the Rharb. The object of this bidding will consist in carrying out one of the following three projects, one of which will be chosen before working out the specifications of the call for bids.

Construction of a sugar plant of 4,000 tons per day capacity at three potential locations, Souk Tleta, Sidi Allal Tazi, or Mechra Bel Ksiri. Sidi Allal Tazi and Mechra Bel Ksiri are 20 km distant from Souk Tleta. This plant shall be designed and constructed so that the plant and the machinery can be expanded at a future date to 6,000 tons per day capacity.

The second project (B^1) is the construction of a sugar plant of 5,000 tons per day capacity at Souk Tleta. This plant shall be designed to receive subsequently appropriate equipment to process the juice produced at Allal Tazi and Mechra Bel Ksiri by two grating machines with a capacity of 1,500 tons per day. The juice is to be transported by pipeline.

The third project (B^2) similar to the one above, except that the plant shall be designed to process concentrated, purified juice.

Projects B^1 and B^2 are to be designed to provide for subsequent installations for the processing of sugar cane.

The OAD states that: "Should one of the above projects (B^1, B^2) be considered, the bidders' offers should include also the construction of the satellite plants and the extension of the main plant, as well as transportation and storage facilities for the juice, without the Office of Agricultural Development's commitment to carrying out the whole program. Moreover, bidders should give guarantees for all operations included in projects B^1, B^2."

The formula considered for this call for bids is that of "plant key in hand." The constructor shall provide for operation of the sugar plant during the first year, and training of personnel and cadres during the first two years.

At the time of the award, these elements will be taken into account: Eventual grant of a loan by the Government of the country concerned and conditions of such a loan and amount of supplies and works which would be subcontracted to enterprises and constructors in Morocco.

Deadline for applications for admission to the call for bids is 12 a.m., before Oct. 18.

Write: Monsieur le Directeur General de l'Office De Mise En Valeur Agricole "OMVA", Boite Postale 432, Rabat, Morocco.

Potential bids are to include references, brochures, and firm's experience of works similar to those contemplated, particularly in projects B^1 and B^2. Approved bidders will receive the specification of the call for bids at a subsequent date. The waiting period for the submission of bids will be three months. The plant must be finished on April 1, 1968.

PANAMA—Of immediate interest to U.S. engineering consultants and suppliers of electric power equipment are Panamanian Government plans to undertake the construction of **several large hydroelectric projects.**

Following the completion of feasibility studies of proposed projects on the Bayano and Chiriqui Rivers, the Government has decided to move forward rapidly with plans to finance one or both schemes.

Other proposals, requiring feasibility studies, are also under consideration. Financing is being sought from the World Bank and other international lending agencies.

While bids for the design and preparation of specifications for these projects have not yet been solicited, it is expected such requests will be forthcoming within the next year.

A requirement for diesel generators and other electric power equipment also exists.

Write: Instituto de Hidraulicos y Electrificacion, Aptdo. 5285, Panama.

A copy of the Feasibility Study on the Bayano Project, prepared by Harza Engineering Co. Int., Chicago, Illinois, may be reviewed in the office of the Department of Commerce's Trade Opportunities Staff, Rm. 4203, Washington, D.C.

An eight page summarization of these planned projects as well as their historical background and other pertinent information is available to U.S. firms from the Trade Opportunities Staff, U.S. Department of Commerce, BDSA-6192, Washington, D.C. 20230. A copy of the recently published Quarterly Summary of Planned Project & Contract Award Stories, Significant Foreign Government Tenders and UN Special Fund Summaries for the first half of 1965 also is available from the Staff.

SOUTH AFRICA—The tender for a 48" water pipeline contract by the Department of Water Affairs will not be announced before the beginning of 1968, according to an official of that Department. It will be a 38 mile pipeline running from the Hendrik Verwoerd Dam to Bloemfontein, Orange Free State. Tenders would be for either a prestressed concrete pipeline or a steel pipeline. It is estimated that it would take 2½ years to construct. This project is being delayed to coincide with the completion of the Hendrik Verwoerd Dam. The contract for the latter is expected to be awarded in February 1966.

SYRIA—The Board of Directors of the Social Insurance Administration (SIA) will invest SIA's funds under the next Five-Year Plan in these projects:

Construction of **office buildings** for the SIA in Damascus, Aleppo, Latakia and Homs.

Construction of **two hospitals** in Damascus and Aleppo.

Construction of **residential units** for laborers.

Investments in **industrial projects.**

Contributions to the development budget through purchase of Public Debt Fund bonds.

TAIWAN—The China Petroleum Corp. (CPC) plans to **increase the production of** its **Kaohsiung refinery** over the next two years from the present 1.6 million tons to 3 million tons of fuel oil annually. One of the first additions will be a **new topping plant** with 50,000 barrels daily production capacity.

The new plant will be used to supply fuel oil to a 600,000 kw **thermal power plant** to be built by Taiwan Power Co. near Kaohsiung. The new power plant will need 500,000 tons of fuel oil annually to keep the generators running.

Actual planning is at the incipient stage so that specific equipment has not yet been decided. It is anticipated that the majority of the equipment will be made locally. Such things as pumps and instruments, however, must be purchased from abroad. Specifications will not be known for some time.

U.S. firms interested in supplying equipment or services should correspond directly with CPC enclosing product, brochures and specifications. **Write:** The China Petroleum Corp., 2 Chengtu Rd., Taipei.

Significant Awards

UAR—(E£1 = US$2.31) The Tender for the reclamation and rehabilitation of about 312,000 feddans (approximately 324,000 acres) of land located south of Port Said and the Salhia Desert was awarded to the Egyptian Arab Contractors Co. (formerly Osman Ahemd Osman Co.).

This **reclamation project,** the largest yet undertaken by the UAR, includes the construc-

tion of main canals, drains, related construction work and pumping stations, land leveling, execution of a housing program, public utilities and construction of roads. The Egyptian Arab Contractors bid was E£99 million (about $228 million).

The estimated cost of this five-year project is about E£ 100 million. About E£25 million of this should be in hard currency; E£15 million for pumping stations and other permanent installations and E£10 million for earthmoving and construction equipment.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated September unless noted otherwise.

Aircraft and Aeronautical Equipment Importers and Dealers—Spain, August.
American Firms, Subsidiaries and Affiliates—Thailand, August.
Automotive Vehicles and Equipment Importers and Dealers—Pakistan.
Boat and Ship Builders, Repairers and Chandlers—Turkey.
Canneries and Frozen Foods Producers and Exporters—Brazil.
Canneries and Frozen Foods Producers and Exporters—India.
Canneries and Frozen Foods Producers and Exporters—Mexico.
Dry Goods and Clothing Importers and Dealers—Hong Kong.
Furniture Importers and Dealers—Panama.
Furniture Importers and Dealers—Trinidad and Tobago.
Instruments, Medical, Surgical, Scientific and Process Importers and Dealers—Federal Republic of Germany and West Berlin.
Iron and Steel, Nonferrous Metals and Building Materials Importers and Dealers—Austria.
Iron and Steel, Nonferrous Metals and Building Materials Importers and Dealers—Costa Rica.
Iron and Steel, Nonferrous Metals and Building Materials Importers and Dealers—Spain.
Machine Tools, Dies, Other Metalworking Machinery and Industrial Furnaces Importers and Dealers—Belgium.
Machinery, Equipment and Supplies, Electrical Importers and Distributors—Australia.
Machinery and Equipment, Except Electrical Importers and Distributors—Haiti, August.
Machinery and Equipment, Except Electrical Importers and Distributors—Thailand.
Machinery and Equipment, Farm Importers and Dealers—Haiti.
Machinery and Equipment, Farm Importers, Dealers and Manufacturers—Thailand.
Mining Companies and Exporters of Ores—Chile.
Plastics Materials Importers, Dealers and Manufacturers—Guatemala, August.
Sporting Goods, Toys and Games Importers and Dealers—United Kingdom.
Textile Industry—Venezuela.

Thailand makes changes in investment promotion law

Since the promulgation of Thailand's Promotion of Industrial Investment Act (1962), several additions and deletions have been effected in the listings of A, B, and C promoted industries (Class A industries receive full incentives, Class B receive partial privileges, and for Class C, most privileges are negotiable).

The following Class A industries have been deleted from the list:

Tin smelting and the production of cast iron, steel, asbestos-cement or plastic pipe; motor vehicle tire or inner tube; household electrical appliances; and sweet condensed milk.

Class B industries deleted include those producing electric wire or cable; household electrical appliances assembly; and concentrated cream or evaporated milk.

Class C deletions are industries spinning yarns from cotton, natural fiber, or synthetic fiber and weaving fabrics from cotton and natural fiber; and producing electric storage battery (wet) and galvanized iron sheet.

Additions to the promotion list include calcium carbide production in the Class A group, and the following in a Class C status; internal boat transportation; modern rice milling; stone quarrying; gramophone record manufacturing; prefabricated building and iron structure manufacturing; animal food production; and the manufacture of parts for the assembly of motor vehicles, engines, and machines.

Pakistan issues restrictions on letter of credit openings

The Government of Pakistan has issued regulations prohibiting the opening of new letters of credit for imports and the remittance of payments to foreign suppliers of imported commodities.

Exempted from these orders are imports under AID loans, items purchased under the bonus voucher system, and letters of credit established before Sept. 6.

ROLLING MILL PRODUCTS

One of Germany's largest iron and steel producers and processors seeks licenses from prominent U.S. companies concerning methods of processing rolling mill products. The company is chiefly interested in products made from bars, sections, plates, and sheets. Will also consider joint venture.

Write: Alfred Friedrich, 5804 Herdecke, Waldweg 5, Germany. WTD.

$20 million industrial loan to aid Israel

Imports purchased with funds will be procured through international competitive bids

The World Bank has approved a loan equivalent to $20 million to the Industrial Development Bank of Israel Limited (IDBI). IDBI will use it to make loans to industrial firms in Israel. Imported items financed with World Bank funds must be procured through international competitive bidding.

IDBI is the largest industrial finance company in Israel. Its main activity is the provision of medium and long-term loans to private industrial enterprises in Israel, but it is also empowered to undertake a wide variety of other functions including participating in the equity capital of enterprises, underwriting and promoting security issues, guaranteeing loans, and providing financial and technical assistance to industry. Between 1958 and 1964 it financed as much as 40% of net industrial investment in the country.

IDBI has been most active in lending to textile and leather firms for whom approved loans total I£ 177 million ($66.3 million), some 36% of the funds loaned. Metals and non-metallic minerals, chemicals, rubber, food and tobacco and paper and printing are amongst other leading industries that have received loans.

Distribution of the loans has been widespread throughout the country but with a slight emphasis on the "development areas" such as South and North Negev and Galilee. The portfolio is a sound one, and defaults have been insignificant.

EEC expands frozen beef tariff quota

The Special Agricultural Committee of the European Economic Community Council, with the French participating, has approved a tariff quota of 33,000 metric tons for frozen beef for processing (ex 0201AII of the Common External Tariff), at a reduced duty of 10% ad valorem.

The quota, valid through December 31, 1965, is distributed as follows (in metric tons):

Germany, 6,400; France 2,000; Italy, 17,000; Netherlands, 3,600; Belgium-Luxembourg, 4,000.

New Books and Reports

***Living Abroad: Pan American's Guide to Living Conditions in 90 Countries.* By Eleanor B. Pierce. Doubleday & Co., New York. 831pp. $4.95.**

This book updates the 1961 edition, and is designed to help solve the day-to-day problems of Americans living overseas. A 60-page general introductory section is followed by separate treatments giving specific information on 90 countries and territories.

Among others, the book answers questions on how to keep things from rotting and rusting in the tropics, why U.S. television sets won't work in Europe, how to tell goat meat from lamb in a native market, how should your hometown doctor write out a prescription which must be filled by a foreign pharmacy, how to pack, and what basic documents are required for extended stays abroad.

Write: Pan American Airways, P.O. Box PAA, Jamaica, New York 11430.

***United Kingdom Income Taxes.* Published by the Economics Division of British Information Services, New York. 18pp. Free.**

Current as of August 1965, this report contains useful information for any firm operating in the United Kingdom. It describes the taxation of individuals; taxation of corporations and companies; the capital gains tax; the effect of the U.K.'s income tax on visitors from abroad, and its affect on U.S. nationals employed in the U.K. An appendix contains tax tables, and gives some sample workings of the income tax and surtax.

Write: British Information Services, 845 Third Ave., New York, N.Y. 10022.

Burundi Customs Tariff

A new edition of the International Customs Journal for the Kingdom of Burundi is now available on a loan basis from any of the 42 Department of Commerce Field Offices. The new Journal, dated June 1965, contains a complete copy of the Burundi Customs Tariff using the Brussels Nomenclature.

This Journal is published by the International Customs Tariffs Bureau in Brussels. Copies are made available to member governments only, and may not be purchased privately.

Market surveys available

The Commerce Department's Business and Defense Services Administration (BDSA) has begun publishing a series of *Foreign Market Surveys* which explore the market for specific products in individual countries.

Ranging in price from 10 cents to a half-dollar, titles published to date include:

Welding Equipment in the Netherlands (17 pp., 25 cents);

Metal Cutting Machines in Malaya (29 pp., 25 cents);

Automotive Maintenance Equipment in Thailand (8 pp., 10 cents);

Foundry Equipment in the Federal Republic of Germany (5 pp., 10 cents);

Machine Tool Industry in Japan (5 pp., 10 cents);

Air Tools in the Netherlands (23 pp., 25 cents);

Home Maintenance Equipment and Supplies in the United Kingdom (48 pp., 50 cents).

Subsequent titles will be listed on this page as they appear.

Write: Sales and Distribution Section, U.S. Dept. of Commerce, Washington, D.C. 20230.

***American Chamber of Commerce in Italy's 1965 Trade Directory.* Rome. 323pp. $10 (postpaid).**

The directory contains an alphabetical list of the members of the American Chamber of Commerce in Italy; an alphabetical list of U.S. firms now doing business in the Italian market; and a description of the legal aspects of business operations in Italy.

Write: American Chamber of Commerce in Italy, 12 Via Agnello, Milan.

***Industrial Water Resources of Canada.* By J. F. J. Thomas and R. M. Gale. Published by the Department of Mines and Technical Surveys, Ottawa. 137pp. $2.50.**

This survey, Mines Branch Monograph No. 870, covers the Upper Great Lakes drainage basin in Canada. The treatment consists largely of tables, with brief textual introductions.

Write: the Queen's Printer, Ottawa.

***International Information Service.* Published quarterly by the Library of International Relations (LIR), Chicago. 157pp. $3 per issue ($10 per year).**

The Service is designed as a guide to documentary sources, scholarly analyses and significant commentaries on contemporary political, economic and social developments throughout the world. It is prepared for use by libraries and academic institutions having an interest in the international aspects of the social sciences, and business firms active in the international field.

All materials listed are from the collection of the Library of International Relations and are available (with certain exceptions) on inter-library loan to public and university libraries and to business firms holding LIR memberships. Photocopies are provided at 50¢ per page.

Write: Library of International Relations, 660 North Wabash Ave., Chicago, Ill. 60611.

***Highlights of United States Export Controls.* Published by the Commerce Department's Bureau of International Commerce, Washington. 8pp. Free.**

This pamphlet was designed to acquaint foreign freight forwarders and traders with the U.S. export control system, and describes the commodity control list; the listing of countries into groups for export control purposes; types of U.S. export licenses; the required documentation for imports; destination control statements; the re-export of U.S.-origin goods; the use of U.S. parts in foreign manufactured goods; sanctions imposed on violators; and foreign assets control regulations.

Write: Office of Export Control, Bureau of International Commerce, U.S. Dept. of Commerce, Washington, D.C. 20230, or any Commerce Field Office.

Answers on Mexico

Mexico's Minister of Commerce answered questions posed by members of the American Chamber of Commerce in Mexico at a recent luncheon. The questions, and his answers, are available in press release form from the Mexican National Tourist Council, 2 East 55th St., New York, N.Y. 10022.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1965—201-955/12

Calendar *for international traders*

October

4—Foreign Trade Management Course, first of nine weekly meetings, Newark Extension Center, **Newark, N.J.** Sponsors: Newark Extension Center, Rutgers University; Field Office, Department of Commerce; New Jersey Dept. of Conservation and Economic Development.

4—Far East-America Council, annual convention, Waldorf Astoria Hotel, **New York.** Speaker: Secretary of Commerce John T. Connor.

4—Businessmen's Consultations with Eugene A. Bird, Commercial Attache, Cairo, Field Office, **Chicago.**

5—World Trade Committee, Dallas Chamber of Commerce, Baker Hotel, **Dallas.**

5—In-Office Meeting, Chamber of Commerce, 12 noon, Germania Club, **Freeport, Ill.**

5—"First Step" Export Expansion Workshop, Field Office, **Memphis.** Sponsors: Field Office, Department of Commerce; REEC.

6—In-Office Export Workshop, 9 a.m., Field Office, **Boston.** Sponsors: Field Office, Department of Commerce; REEC.

6—Scranton International Traders Club, monthly luncheon meeting, Chamber of Commerce Bldg., **Scranton, Pa.**

7—Machinery-Metals Export Club, monthly meeting, Overseas Press Club, **New York.**

7—International Financing Conference, Waldorf Astoria, **New York.** Sponsor: National Industrial Conference Board.

7—Patent and Trademark Protection in U.S. and Abroad, meeting, 9:15 a.m., Pick-Congress Hotel, **Chicago.** Sponsor: Illinois Manufacturers' Assn.

7—Milwaukee World Trade Club, Holiday Inn-Central, **Milwaukee.**

7—REEC Meeting, Hotel Peabody, **Memphis.** Speaker: Roy L. Morgan, Director, Office of Field Services.

8—Upper Midwest REEC Meeting, Hotel Leamington, **Minneapolis.**

8—"Round Table" Export Expansion Meeting, Meadowbrook National Bank, **West Hempstead, N.Y.** Sponsors: Meadowbrook National Bank; Field Office, Department of Commerce; REEC.

11—World Trade Assn. of Montgomery County, monthly dinner meeting, 5:30 p.m., Crossroads Motel, **Norristown, Pa.**

11-14—54th Annual Convention, American Assn. of Port Authorities, Golden Triangle Motor Hotel, **Norfolk, Va.**

12—In-Office "Show You" Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: Field Office, Department of Commerce; REEC; World Trade Club.

12—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

12—Export Expansion Aids, Prom Motel, **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; International Trade Club; REEC.

12—Export Seminar (six weeks), University of Pittsburgh, **Titusville, Pa.** Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

12—Automotive Exporters' Club of Chicago, Builders Bldg., **Chicago.**

12—Export Workshop, **Jonesboro, Ark.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce.

13—Mobile "Profits in Exports" Conference, 11:30 a.m., Clam House, **Hoboken, N.J.** Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

13—In-Office Export Workshop, 1 p.m., Field Office, **Boston.** Sponsors: Field Office, Department of Commerce; REEC.

13—Minnesota World Trade Assn., monthly dinner meeting, University of Minnesota Alumni Club, Sheraton-Ritz Hotel, **Minneapolis.**

14—In-Office Meeting, Field Office, **Chicago.**

14—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

14—International Trade Club of Chicago, LaSalle Hotel, **Chicago.**

14—Maine World Trade Council, annual meeting, 4 p.m., Holiday Inn, **Augusta, Me.**

14—International Trade Assn. of New England, Inc., dinner meeting, Charter House Hotel, **Cambridge, Mass.**

14-15—Western International Trade Group, Fall meeting, Sheraton Marina Hotel, **Los Angeles.** Speaker: A.B. Trowbridge, Asst. Secretary for Domestic and International Business.

18—Consultations with Michael Balla, Commercial Officer, Sydney Australia, Field Office, **Chicago.**

18-20—Defense Supply Assn. National Convention, Statler Hilton Hotel, **Washington.** Speaker (20th): Alexander B. Trowbridge, Asst. Secretary for Domestic and International Business.

19—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

19—In-Office Export Workshop, Field Office, **Pittsburgh.** Sponsors: Field Office, Department of Commerce; REEC.

19—Memphis World Trade Club, "Port of New Orleans" Night, Hotel Claridge, **Memphis.**

19—World Trade Council of York Area Chamber of Commerce, dinner meeting, Yorktown Hotel, **York, Pa.**

19—Providence World Trade Club, dinner meeting, Pawtucket Country Club, **Pawtucket, R.I.**

19-20—Commercial Chemical Development Assn., annual convention, International Inn, **Washington.** Speakers: E. E. Schnellbacher, Bureau of International Commerce; F. D. Hockersmith, Acting Adminstrator, BDSA; Dr. Andrew F. Brimmer, Asst. Secretary for Economic Affairs; Dino Villa, Bureau of Census; Louis Paradiso, Office of Business Economics.

20—Exporting Workshop, 1 p.m., Chamber of Commerce, **Manchester, N.H.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce; REEC.

20—"In-Office" Profits in Exports Meeting 3 p.m., United Fur Manufacturers Assn., **New York.** Sponsors: United Fur Manufacturers Assn.; Field Office, Department of Commerce.

21—Indianapolis Chamber of Commerce Export Work Shop, Chamber of Commerce, **Indianapolis.**

21—World Trade Week, International Business Day, Southern Methodist University; Dinner, Apparel Mart, **Dallas.** Sponsor: Chamber of Commerce.

21—In-Office Export Workshop, 1 p.m., Field Office, **Boston.** Sponsors: Field Office, Department of Commerce; REEC.

21-22—17th annual Virginia World Trade Conference, **Old Point Comfort, Va.** Speakers: Robert L. McNeill, Deputy Asst. Secretary for Trade Policy; E. E. Schnellbacher, Bureau of International Commerce.

22—Export Workshop, Field Office, **Des Moines.** Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

22—2nd Detroit World Trade Conference, Rackham Bldg., **Detroit.** Sponsors: Field Office, Department of Commerce; Greater Detroit Board of Commerce; Michigan State Bar; Detroit Bar Assn.; University Center for Adult Education.

25—Mail Advertising Service Assn. International, Washington Hilton, **Washington.** Speaker: F.D. Hockersmith, Acting Administrator, BDSA.

26—In-Office "Show You" Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: Field Office, Department of Commerce; REEC; World Trade Club.

26—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

26—Export Counseling, Chamber of Commerce, **Pittsburgh.** Sponsors: Chamber of Commerce; REEC.

27—International Trade Course, 1st of seven weekly sessions, Long Island University, **Brooklyn, N.Y.** Sponsors: Long Island University; Field Office, Department of Commerce; REEC.

27—New Trends for Expanding International Sales-3rd Annual Export Executive Seminar, University of Missouri, **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC; International Trade Club; University of Missouri.

27—Export Forum on World Currencies and Financing, Hotel Chisca Plaza, **Memphis.** Sponsors: Mid-South Exporters' Roundtable; REEC; Field Office, Department of Commerce.

UNIVERSITY MICROFILMS INC
313 N FIRST STREET
ANN ARBOR MICHIGAN
CR MAY

POSTAGE AND FEES PAID
U.S. GOVERNMENT PRINTING OFFICE

First-Class Mail

electronic matchmaker

The Department of Commerce is building an automated American International Traders Index to provide computerized matching of the international business interests of individual U.S. companies with specific international business opportunities. An invitation to participate has been sent to 350,000 firms.

If you are interested in ANY aspect of international business, fill out and return yours today.

Or, if you've misplaced it, write us or go to any Commerce Field Office.

U.S. DEPARTMENT OF COMMERCE / Bureau of International Commerce